

## **CHOOSING YOUR AGENT CHECKLIST**

<b>Questions</b>	<b>Answers</b>
What sale price will you achieve?	
Can you provide at least 3 comparative sales that occurred in the last 2 months?	
What type of properties do you specialize in selling?	
What are your fees? Are you negotiable?	
What sales approach would you recommend? Private treaty? Auction? Tender?	
How would you market my property? What results have you had with similar marketing programs?	
What are the costs of such a marketing program?	
Do you have a database of buyers ready to buy? If so, can they be approached first before advertising?	
What is the average time frame for sales of this type of property at the moment?	
If we were to engage you, how would you communicate with me during the process?	
Having appraised my property, is there anything you suggest we do to improve the property to increase buyer appeal?	