

1. How long have you been a Realtor? What is your experience & education/background?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
2. Have you worked with a lot of seniors? **Yes / No**
3. How many sales did you close last year? \_\_\_\_\_
4. What is the price range of most of the homes you have sold? \_\_\_\_\_
5. Do you have experience in this neighborhood? What neighborhoods do you primarily work in? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
6. How do you establish the listing price? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
7. How close is the asking price to final price on homes you've sold? \_\_\_\_\_
8. Will I be working directly with you or do you work with a team? \_\_\_\_\_
9. What are your hours? \_\_\_\_\_
10. How will you communicate with me and how often? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
11. What are your fees? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
12. How will you market my home? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
13. What is a realistic amount of time to get my house on the market? \_\_\_\_\_
14. Can I live in the house while it's being sold? **Yes / No**
15. What do you think I need to do to get my house ready to sell? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
16. Do you have resources for improvements? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
17. Can I sell my home as-is? **Yes / No**

