

# HOW TO HIRE A REALTOR

23 QUESTIONS TO ASK YOUR  
AGENT BEFORE YOU HIRE THEM



**MOLLY SMITH**  
MA + NH REALTOR  
THE LISA SEVAJIAN GROUP,  
COMPASS

✉ [MOLLY.SMITH@COMPASS.COM](mailto:MOLLY.SMITH@COMPASS.COM)  
☎ 508.980.9042  
♡ @MOLLYB.SMITH

# WHO YOU HIRE MATTERS MORE THAN EVER

Buying and selling your home are likely two of the biggest financial decisions you will ever make. On top of that, the process can feel overwhelming and consuming. Having a trusted real estate agent who has done dozens, if not hundreds, of deals, ensures you have the best information to make the best and most comfortable decision for you and your family.

My goal is to help you determine who is the best fit for you.

Not only do you need an agent who can effectively price and market your home, but you also need an agent who can negotiate well and manage the transaction from the initial meeting all the way to the closing table.

These questions are meant to help you find the perfect agent for you.

# ASK BEFORE YOU HIRE

- How many homes have you sold in the past year?
- Do you specialize in buying, selling, or both?
- What types of properties do you primarily work with?
- What is your average list-to-sale price ratio?
- How will you market my home to potential buyers?
- Can you provide references from past clients?
- What is your strategy for pricing my home?
- What is your strategy for helping buyers find the right home?
- How do you handle multiple offers? Do you have a team or will you handle all of the aspects of the sale
- How will you communicate with me during the selling process?
- What sets you apart from other realtors?
- How long have you been licensed?
- How are you compensated?

- How is the buyer's agent compensated?
- How do you handle home staging and professional photography?
- What is your commission structure?
- How long do your listings typically stay on the market?
- Can you provide a detailed breakdown of the selling process?
- How do you handle negotiations with buyers?
- What is your cancellation policy if I'm not satisfied with your services? Do you have experience selling homes in my neighborhood?
- How do you handle open houses?
- What challenges do you foresee in selling my home and how will you address them?
- What are your social channels and how are you connected to a national audience?

# NO MATTER WHERE YOU LIVE I CAN HELP

From California to Florida and New York to Oregon,  
I'm connected with agents all over the country.

At Compass we collaborate without ego and have a  
National network of agents ready to help buyers and  
sellers no matter where they live.

If you are looking to buy or sell, I'd love to connect you  
with an agent who can help you in your specific market.

**Schedule your FREE discovery call and let's get a plan in  
place for your next home.**