

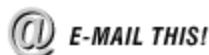


Interview Questions to Ask A Realtor

1. Do you work as a full-time Realtor? For how long?
2. Are you a Certified Buyer's Agent (ABR)?
3. Do you own your own home?
4. How many buyers are you working with at this time? Are you able to commit enough time to us?
5. Do you employ an assistant to augment your services?
6. Do you use a Transaction Coordinator?
7. How many homes did you sell last year? How many this year-to-date?
8. Do you have references that I may check? (Actual names and phone numbers?)
9. Do you have a personal computer at your desk? At home, too?
10. What information and research systems do you employ?
11. Are you on the internet? Do you have a personal web page?
12. How often can I expect to be contacted with new homes to see?
13. What professional resources do you have available to have numerous financing options available?
14. Do you offer a written buyer brokerage agreement? What are the terms?
15. How long can we expect to look before finding the home we want to buy?
16. How do you help us determine an appropriate offering price?
17. What information do you research for us before we make an offer?
18. What specific training do you have in negotiating?
19. How do you deal with For Sale By Owner and builder-direct properties?



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Marty & Laurie and The Gale Team

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