

Find the Best Agent to Sell Your House

Ask detailed questions about their experience and skills to help you find the right agent for your home sale.

Working with the right real estate agent can mean the difference between getting prompt, expert representation and feeling like you're going it alone when selling your home. Here are some questions to ask when you're interviewing agents.



1. How long have you been selling homes?

Mastering real estate requires on-the-job experience.

The more experience agents have, the more likely they'll be able to handle any curveballs thrown during your home sale.

2. How many homes did you sell last year?

Agents may tout their company's success. An equally important question is how many homes they've personally sold in the past year; it's an indicator of how active and aggressive they are.

3. How many days on average did it take you to sell homes?

Ask agents to show you this data along with stats from their local Multiple Listing Service (MLS) so you can see how many days, on average, their listings were on the market compared to the average for all properties in the MLS.

4. How close were the asking and sales prices of the homes you sold?

Sometimes sellers choose their agent because the agent's suggested listing price is higher than those suggested by other agents. A better factor is the difference between listing prices and the amount homes actually sold for. That can help you judge agents' skill at accurately pricing homes and marketing to the right buyers. It can also help you weed out agents trying to dazzle you with a lofty sales price to get your listing.

5. How will you market my home?

The days of agents putting a For Sale sign in the yard and hoping for the best are long gone. Look for an agent who does aggressive and innovative marketing, especially on the Internet.

6. How will you keep me informed?

If you want weekly updates by email, don't choose an agent who plans to contact you only if there's an offer.

7. Can you provide references?

Ask to talk to the last three customers the agent assisted. Call and ask if they'd work with the agent again and if the agent did anything that didn't sit well with them.

8. Are you a REALTOR®?

Ask whether agents are REALTORS®, which means they're members of the NATIONAL ASSOCIATION OF REALTORS® (NAR). NAR has been an advocate of agent professionalism and a champion of homeownership rights for more than a century.



If you are a property owner or want to be a resident of Costa Mesa or Newport Beach, you should be represented by a REALTOR® member of the local board. For a current Member Directory and a list of events, visit www.nbaor.com.

The Newport Beach Association of REALTORS® proudly serves the communities of Costa Mesa and Newport Beach.