Company Search

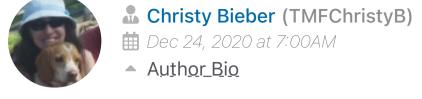
 $\triangleright \times$ 





## 5 Questions to Ask When Hiring a Real Estate Agent to Sell Your House

Don't pick a real estate professional until you've answered these questions.





While it doesn't influence our opinions of products, we may receive compensation from partners whose

offers appear here. We're on your side, always. See our full advertiser disclosure here. With mortgage rates near record lows, buyers want to take advantage of affordable home loans, and

demand for houses is high. And with many sellers wary of putting their homes on the market in the middle of a global pandemic, supply is low. These two factors have combined to create a seller's market. If you're selling, you may be able to find a buyer for your property more easily than in the past, but that

Unless you're selling your property yourself, you want the right agent to help you through the process. Be sure you ask these five questions of anyone you're considering.

doesn't mean you can just hire just any real estate professional to sell your house.

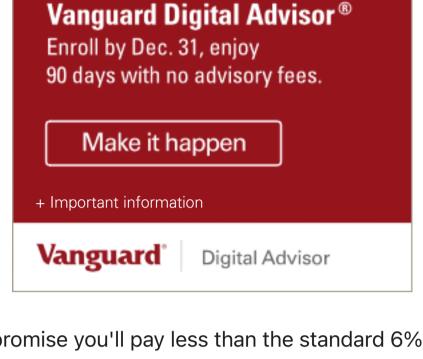
Under the traditional real estate model, home sellers pay a 6% commission. This is typically split between

1. What's your commission?

the listing agent (the agent you choose when you sell) and the buyer's agent (the person who brings potential buyers to your home). Thanks to the internet and a plethora of companies offering discounted commission, however, it's now

as 1% of the sale price of your home in commission (in addition to the 3% you pay the buyer's agent).

possible to pay well below 6% when selling your property. In fact, sometimes sellers' agents accept as little



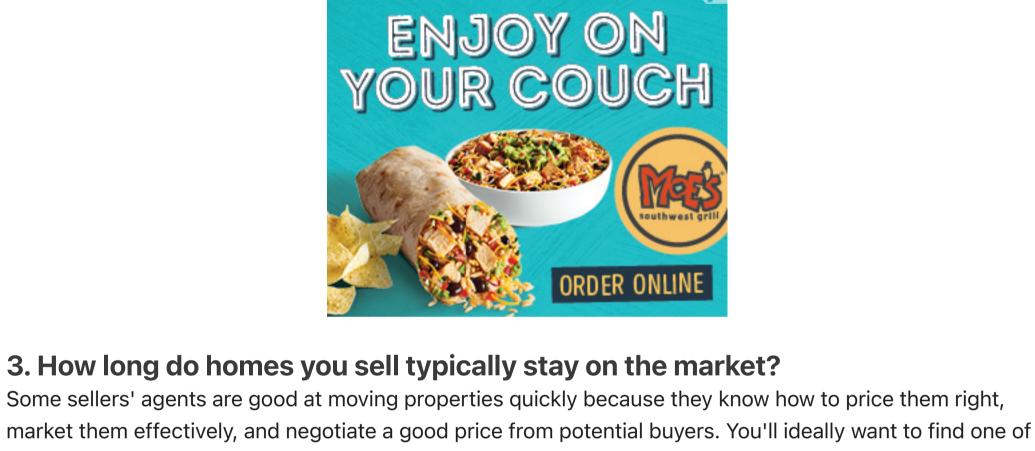
when you list your home, you are required to offer at least some commission in order to put your home on the MLS (Multiple Listing Service, the agents- and brokers-only database of homes for sale in your area). And If you offer less than the standard 3% to agents who bring clients to your home, this may affect the price you ultimately get for your property -- some agents may steer their clients to other homes that would provide them a bigger payday. There's a good argument that in any discounted commission model, an agent won't be as invested in getting top dollar for your home -- they'll make more money by keeping up a fast pace of sales rather than

weigh these factors if you're thinking of working with a discount broker. The bottom line is that you want to know upfront how the pay structure works, so you can decide if it's right for you. 2. How will you market my home? Selling your home is a numbers game, like anything else. The more people who see your listing and come to

want an agent who goes the extra mile with drone footage, video tours, or social media marketing.

Ask what your real estate agent will do to market your home to potential buyers. At minimum, this should

include arranging for professional quality pictures and listing your property on the MLS. But you may also



## these agents. You can get a good idea of whether the agent you're talking to can move your home fast by asking about their past track record.

your house, the greater the chances you'll sell quickly for top dollar.

You can compare their sales history with the average days a property stays on the market in your area. If their properties take longer to sell and they don't have a good reason why, you may want a different agent. 4. How many homes have you sold in my price range?

Finally, it's important to make sure the agent you hire has experience selling properties in a similar price range to yours. There's a big difference between selling a starter home and selling a million-dollar luxury

It's also important to get a good idea of how many homes your agent has sold overall. Obviously, you want

## abode, and you need an agent who knows your specific market well. 5. How many houses do you sell overall?

an experienced real estate professional who handles a lot of transactions -- but you also don't want an agent who is so busy that your home is likely to get lost in the shuffle.



By asking these five questions, you should be able to find a real estate professional you can count on to get your property sold. Since it's a seller's market right now, you should be able to get top dollar for your property with the right real estate agent in your corner. A historic opportunity to potentially save thousands on your mortgage

Chances are, interest rates won't stay put at multi-decade lows for much longer. That's why taking action

today is crucial, whether you're wanting to refinance and cut your mortgage payment or you're ready to pull

helpful to find a balance, so consider what you think is reasonable and what other agents are doing to

Our expert recommends this company to find a low rate - and in fact he used them himself to refi (twice)!. Click here to learn more and see your rate. While it doesn't influence our opinions of products, we do receive compensation from partners whose offers appear here. We're on your side, always. See our full advertiser disclosure here.

The Motley Fool has a <u>disclosure policy</u>.

**Learn more** 

compare.

The Motley Fool Makes 5G Buy Alert 5G is one of the greatest arrivals in technology since the birth of the internet.

the trigger on a new home purchase.

## Bigger than the dot-com boom

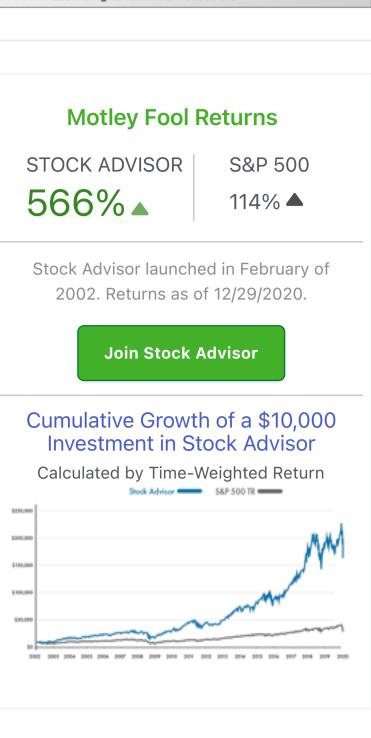
 Bigger than the Bitcoin boom of 2017 Bigger than pot stocks

Fortunately, our team at Motley Fool Rule Breakers has identified one under-the-radar California company that's cleverly positioned itself to dominate the 5G industry with its unique business model

and technology. Simply click here to get the full story now.

Learn more





Ride on Tuesday Arcturus Reports Results From Early-

**Bitcoin Stocks Continued Their Volatile** 

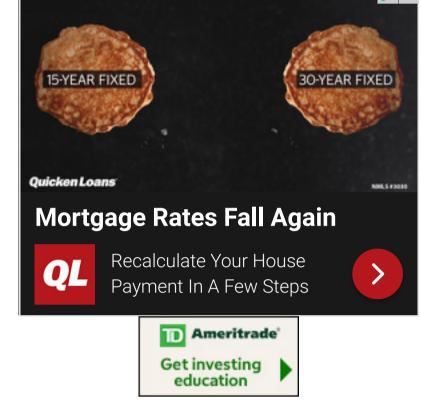
**RELATED ARTICLES** 

Why Ampio Pharmaceuticals Stock Tanked Today

Stage Testing of Its Coronavirus Vaccine

Why XL Fleet Stock Tanked Today

Why JD.com Stock Was Gaining Today



Market data powered by FactSet and Web Financial Group.

But the smart money is doing something different...

And in 2020... we could see an onslaught of new wealth-building opportunities that would potentially dwarf any that came before them.

There's a perfect storm being created by some of the biggest tech titans in the world... with each one fighting tooth and nail to win the 5G arms race.