

10 QUESTIONS YOU SHOULD ASK YOUR REALTOR BEFORE SELLING YOUR HOME

- 1) How many of your listings sold last year in our area?
- 2) What is your average days on market compared to the average for our area?
- 3) Last year, how many of your listings did you have to lower the price on to get an accepted offer?
- 4) What was your list price to sold price ratio for your listings that sold last year?
- 5) Where are you going to market my home for sale?
- 6) Do you offer any staging services?
- 7) Do you give feedback from the agents that will show my home? If so, how?
- 8) Do you do any videos for your listings? If so, may I see them? Where do you market them? Also ask to see photos of the agent's listings, very important!
- 9) Do you pre qualify potential buyers that will see my home?
- 10) What precautions are you taking for Covid?

Bonus Question: How easy is it to get ahold of your agent? Do they answer their phone, if not, how soon do they call you back?

Answers to the 10 Questions for Mike Albin at Better Homes and Gardens Real Estate Gwin Realty.

931-484-0077,

cell 931-287-3539

1) For Fairfield Glade, Mike had 35 of his home listings sell in 2020. No other agent had more than 25. Only 1 agent had more than 20 listings sell and only 1 other agent had more than 15. Most agents had fewer than 10 listings sell. Mike has been the number 1 agent for the number of home listings sold in Fairfield Glade for 6 years in a row, 2015, 16, 17, 18, 19 and 2020. Mike knows the Fairfield Glade real estate market, how to successfully market listings and get them sold.

2) In 2020 the average days on market for all home listings sold in Fairfield Glade was 63 days. Mike's average days on market was only 41 days. List your home with Mike and on average, it will sell 22 days faster. 15 of the 35 listings sold in under a week!

3) This question is very important! Why? It shows you how honest your agent is with you up front when giving you a realistic estimate of your home's value in today's real estate market. Mike had to lower the price on only 4 of the 35 listings to get an accepted offer!

4) In 2020 for all homes sold in Fairfield Glade, the list price to sold price ratio was 94.4%. Mike's list price to sold price ratio was 97.6%. To get the list price to sold price ratio you divide the average sold price by the average list price. For a seller, the higher the average, the better, it means more money in your pocket and again it speaks to how honest your agent is with you up front when giving you a realistic expectation of what your home will sell for. Mike's average is 3.2% higher than the overall average, for a \$300,000 home, that's an additional \$9,600.00 higher sold price!

5) Along with the Better Homes and Gardens national web site, the BHG Gwin realty local website, Mike has his own website www.buyffg.com. Mike is a premier agent on Zillow and Trulia and enhances his listings there so they show up at the top of the search results. Mike also has social media sites like Facebook, Twitter, Instagram, LinkedIn and Youtube. Your homes listing will have a very strong internet presence. It's been the secret to Mike's success over the past 6 years.

6) Yes, we have a professional stager that will come to your home and make suggestions on better ways to arrange furniture to maximize the flow and appeal of your home. We pay her so there's no expense to you.

7) Mike has a fulltime paid assistant, her main job is to call every agent that shows your home, get the feedback from your showings and either call, email or text you with the feedback, your choice. We do not send automated emails with generic questions about how the showing went!

8) Mike made his living as a professional fine art photographer for 17 years. He will get great, professional quality photos of your home, a professional quality walk through video and have a single listing website for your home's listing. Ask to see them or go to his website here: <https://www.buyffg.com/featured-listings> and click on the links.

9) Mike does not take-out potential buyers to see homes unless they are prequalified or have proof of funds available to purchase a home. He can also add to your instructions for other agents to only show to qualified buyers. This will save you a lot of time preparing your home for people not ready to purchase for 6 months or later.

10) Currently we are requiring everyone, agents and buyers, that goes into your home to be wearing a mask. We can also require gloves and booties if you would like. Also see above, we try to eliminate tire kickers before they come to your home!

Bonus question: Call Mike at 931-287-3539. Most of the time he will answer his phone, if not, usually takes less than 10 minutes to get a call back. Try it, test him and see.