

JANKO REALTY GROUP



Tony Janko

317.414.9355

Tony@TonyJanko.com

www.TonyJanko.com



Toni Eads

317.430.1608

Toni.Eads@TalkToTucker.com

www.ToniEads.com



F. C. Tucker Company, Inc.

Important questions to ask BEFORE hiring a Realtor to Sell Your Home

- Are you a full time Realtor?
- How long have you been in real estate?
- How many transactions do you do per year? How many in total?
- Are you part of a team or a solo agent?
- What happens if my agent is on vacation, or can't be reached?
- What would other agents say about working with you?
- Are you a leader among other agents, and how so?
- Is the Brokerage Company well known and respected?
- What areas do you primarily work?
- What type of marketing do you do?
- Do you do Target Marketing?
- Do you do Inside Marketing?
- Do you do High Definition Video?
- What do you do once we get an offer?
- What do you do to make sure a buyer is properly qualified and that the deal will close and close on time?
- How do you handle appraisal issues?
- Have you successfully argued with an appraiser to get them to increase a low appraisal value?
- Do you have any formal NEGOTIATIONS Training?
- How do you negotiate inspections?
- What does your communication look like?
- Do you have a formal process for keeping us informed of what the next step is throughout the entire process?
- What qualities differentiate you from other Realtors?