

# Parker's Selling Team

105 E Pennsylvania Ave Southern Pines, NC 28387



## Questions to Ask Any Agent

**1. How long have you been selling in this area?** Any agent who has not been selling at least 10 years has never had the opportunity to work through a full real estate cycle. They will not have the experience necessary to define our market trends. Also find out how many transactions they average per year.

**2. What do you do to assist a buyer?** Make sure the agent is willing and able to assist you through the entire process. They should have a plan of action explaining what it takes to close.

**3. What financing experience do you have?** A good experienced agent will have the ability to discuss alternatives for you based on your particular circumstance and needs.

**4. How do you determine my qualifications and when?** Most agents have no process for qualifying you as a buyer. Knowing about your needs early on makes looking for and negotiating on a home a much easier process with little wasted time. You will both be ready to act quickly!

**5. How do I find out about new listings?** A true professional will have the time and technology to incorporate a system of instant notifications of new and changed listings.

**6. What is your negotiating strategy and how will I benefit?** Pay close attention to their experience. Every situation is unique & the more transactions they have behind them, the more first hand experience can draw from. Also, having a win-win philosophy is to your advantage. Many inexperienced or ineffective agents believe that they are not doing a good job for you if the other side is not left "bleeding". Not true! If your goal is to buy a home, you want someone in your corner who can make that happen, not help you keep looking and never get to closing.

**7. How do you find the best value for me?** The agent should have systems and a process in place to determine the best value of each property, thereby helping you narrow your choices.

**8. How do you make sure I am not being overcharged in closing costs?** Make sure the agent has good relationships with lenders and can properly advise you on typical costs.

**9. Can you sell me new, re-sale and foreclosed properties?** Most say yes without knowing how to properly assist you through the process. Make sure they understand the building industry, the relocation and foreclosure process, as well as typical re-sale. Most agents do not have the experience to adequately assist you through anything but typical re-sale properties.

Contact us and find out how we can help you find the best home for the best price!

We "MATCH" Buyers and Sellers!

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