

LISTING AGENT VETTING QUESTIONS:

- 1. Is the seller paying a BA fee?**
- 2. How much are they paying?**

(STATEMENT)

O.K. great. I'd like to offer something better if I might? My buyers are highly qualified for being W-A-R to buy now. They think your listing might be the one for them. So, I would like to refer them to you to purchase just your listing and you pay me a referral fee instead of the seller paying a buyer agent fee. How does that sound?

GREAT!!

So, my buyer wanted to find out a few things before they see the home. Is that ok?

- 3. Does your company have any additional fees they charge to a buyer?**
- 4. How familiar are you, personally, with the neighborhood?**
- 5. Did you have a relationship with the sellers before you listed the home?**
- 6. Did the seller price it for as-is condition?**
- 7. Is there a pre-sale inspection or appraisal?**

(Requests)

- 1. Ask for the Seller Disclosure (if not in MLS)**
- 2. Ask for any seller instructions not attached in MLS**
- 3. Ask for an updated CMA (within 2 weeks / 90 day solds only)**

BUYER QUESTIONS FOR LISTING AGENT

- 1. Is the seller open to making any repairs at all? (*optional*)**
- 2. What is the seller's flexibility for inspection period time frame?**
- 3. What flexibility does the seller have for the closing date?**
- 4. Do you know which appliances will be conveyed with the home?**
- 5. Confirm accessibility and any schedule for contact with agent.**

AGENT MLS RESEARCH

- 1. How long have you been in the business?**
- 2. How many of your listings do you sell per year?**
- 3. How many of those are SOLO AGENT transactions?**
- 4. Why have you had (x) price reductions? (*optional*)**
- 5. Confirm the appliances to be conveyed**