

# The 12 Questions Every Home Seller Should Ask



Choosing the right agent is one of the most important steps when selling your home. These questions — and the answers I provide — are meant to guide you whether you're preparing to list your home or just starting to interview agents for the first time. The goal is simple: help you find someone fully committed to protecting your interests every step of the way.

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| 1    How long have you been a full-time real estate agent?    | I've been a full-time real estate agent and the broker-owner of SellYourHomeCharlotte.com since 2015.  |
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| 2    How many homes have you sold in the past year?           | Over the past year, I closed 9 transactions, representing over \$3.7 million in sales volume. Since 2015, I've helped more than 170 families successfully buy or sell their homes, totaling over \$47 million in closed sales. |
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| 3    What's your strategy for pricing my home?                | I use a detailed market analysis, factoring in recent comparable sales, market trends, and the unique features of your home to price it competitively to attract strong offers.  |
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| 4    What is your marketing plan for my home?                 | Every home I list receives professional photography, targeted social media ads, email campaigns, online syndication across major real estate websites, and personalized marketing to local buyers and agents.                  |
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| 5    Who will be my main point of contact during the process? | You'll work directly with me throughout the entire process. I believe in personalized, consistent communication — no hand-offs to assistants.  |



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6 Do you practice dual agency?

No, I do not practice dual agency. My loyalty remains 100% with you, the seller, at all times.

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7 If a buyer contacts you directly, how do you handle it?

If a buyer reaches out to me directly, I refer them to an experienced agent from a different firm to maintain full loyalty and exclusive representation for you. The referring agent will pay me a referral fee, meaning there is no cost or reduction in service to you — and my full commitment stays with your best interests.

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8 How do you help sellers negotiate offers?

I negotiate aggressively for your best price and terms, providing you with strategic advice at every step while protecting your bottom line.

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9 How do you handle multiple offers?

I have a proven strategy to maximize competition, leveraging buyer excitement to drive up price and secure the strongest terms possible for you.

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| 10 What are the top three things you do that other agents might not? | 1. Exclusive representation to protect your interests.<br>2. Customized marketing strategies for each property.<br>3. Strong, confident negotiation focused only on your success. |
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| 11 How do you handle inspection issues or appraisal challenges? | I stay proactive by anticipating common issues early. If challenges arise, I negotiate solutions that protect your net proceeds and keep the transaction moving forward. |
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| 12 Can you provide references from recent sellers you've worked with? | Absolutely! Many past clients have shared positive feedback about their experience, often highlighting my strong negotiation skills, personalized service, and dedication to protecting their best interests. I'm always happy to provide references upon request and connect you directly with past sellers who can speak to their experience firsthand. |
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**Pro Tip: Don't be afraid to take notes, ask follow-ups, and trust your gut. The right agent will not just tell you what you want to hear — they'll give you the confidence and protection you deserve.**



Want loyal, exclusive representation?

Let's connect!

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