

-- Questions to Ask Your Realtor BEFORE You Suggest Placing an Offer --

- 1) Is the listing price in line with market value?
- 2) What is a fair offer on the property based on recent comparables?
 - Can I see a few of the listings / sale price for the comparables?
- 3) How long has the property been on the market?
- 4) How motivated is the seller?
- 5) What price did the seller pay for the home?
- 6) What is the age and condition of the property?
- 7) How many people have owned the property?
- 8) What items are included in the sale (e.g. appliances, window coverings, etc.)?
- 9) What are the annual taxes?
- 10) Is there a monthly or quarterly Home Owner's Association or Condo fee?
 - Specifically how much is this? Can I have this documented in writing?
- 11) Is the current owner up-to-date on payments?
- 12) How quickly can the property close?
- 13) Has all work on the house been completed with permit and to code?
- 14) What schools is the property zoned for?
- 15) Is there much crime in the neighborhood?
 - What type of crime?
- 16) What type of utilities does the home require (e.g. oil, gas, septic, etc.)?
- 17) Who do you recommend to perform the home inspection, and why?
- 18) Which title company do you recommend, and why?
- 19) What is your relationship with the listing agent?
- 20) Is there anything you need to tell me that I haven't already asked?