

QUESTIONS TO ASK WHEN HIRING A REALTOR

	MARJORIE	REALTOR #2	REALTOR #3
How long have you been a Realtor?	I have been a Realtor for 29 years.		
Are you a full time Realtor?	Yes! That is very important!		
How long have you lived in Charlottesville?	I grew up here and moved back in 1996.		
What areas do you sell in?	Albemarle, Charlottesville, Fluvanna, Louisa, Greene, Nelson		
What is your sale volume?	I average \$35,000,000 per year.		
What is you average sale price?	\$550,000, but we sell in all price points!		
Do you have a team?	Yes! I have since 2008.		
How many homes have you sold in the last 12 months?	We have sold 50 homes in the past 12 months!		
Do you customize communication with me during the process?	Yes! We communicate by your preferred method of communication!		
How often will I get updates?	Before every needed step and through the sale.		
Do you use professional photography?	Always. This is a <u>must</u> .		
Do you offer drone video?	Yes! We take stills and video with a drone.		
Do you stage your listings?	Yes! We offer a complimentary consultation whenever needed.		
Do you create a color brochure?	Always. We create a custom brochure for each home.		
Do you post my home on Instagram and Facebook?	Yes! We post Just Listed, Information, Pending, and Sold on our & BHGRE platforms.		
Can you recommend service providers to me?	Yes! We have a great list of contractors our clients love.		
Do you gather feedback from showings?	We follow up for each showing to get feedback for you.		
Do you do dual agency?	We do not.		
What makes you stand out from the competition?	Negotiation skills, market knowledge, client experience, and marketing of homes.		