

The Top 20 plus 2!!!

Here are some questions you should ask the broker:

1. How long has the broker been in real estate? What are his/her accomplishments?
2. What is the broker's commission policy? How does the breakdown apply to you?
3. What is the commission turnaround time from closing to check-in-hand?
4. Does the broker charge transaction fees to agents per deal side? What are they?
5. List all fees: MLS fees, company fees, Omission and Errors, Board Fees etc...
6. What is the number of agents in the office?
7. What marketing does the broker's company do? Where can you see it?
8. What are the monthly fees for desk, and services?
9. Can you use your own loan officers?
10. Can you use your own closing attorneys? Inspectors? Handymen?
11. What technologies does your office have available, and at what cost?
12. What are the costs of copies, binding materials, presentations, and support services available? Other costs?
13. Does the office provide: desk, shared desk, cubicle or office space?
14. Does broker provide or reimburse: stationery, letter head, farming materials, and signage?
15. What is the company's Web presence: company e-mail, toll-free numbers, personal Websites? Cost?
16. Voicemail, long-distance calling, call forwarding etc...? Who pays and what are the costs?
17. Does the office provide: connection for PCs, terminals, printers, copiers?
18. Are you required to do desk duty, or answer phones?
19. Are office meetings, caravans held, how often, and are they mandatory?
20. What company training is offered? How often?
21. Is the broker available to offer advice on contracts? Available weekends?
22. What are the franchise fees and transaction fees?

Realty Consultants "The Right Choice"

Call Doug Wolfe 499-5911