



*Because to Sue and Michele....
Your Questions Matter!*



QUESTIONS THAT SELLERS SHOULD ASK...

- 1. Is it okay to call YOU, my agent at home?*
- 2. What should I do if agents and buyers viewing the house start asking me questions about the my property?*
- 3. Should we be home when the house is shown or when doing an open house?*
- 4. Do fresh flowers and music make a difference when a house is being shown?*
- 5. Must I have open houses?*
- 6. Are prospective buyers favorably influenced by a house that really looks “lived in”? In other words, should I display--or hide--evidence of family members’ careers, hobbies and interests?*
- 7. What are most important things a buyer looks for?*
- 8. What if I get sick when there is an open house or brokers’ tour scheduled?*
- 9. What happens during the escrow period?*
- 10. At what point does the buyer lose the deposit if he/she withdraws from the sale?*
- 11. How do I handle changing utilities, insurance, etc.?*
- 12. Should we be in control of the lockbox?*

13. *What should we do with our dogs or cats?*

14. *What if we need to move and leave our home vacant? Who takes care of it?*

We hope this information has been helpful to you. By the way, if you know of someone who would appreciate our services, please call or e-mail us with their name and number and we will be happy to help them. Or, please feel free to give them our names and phone numbers or e-mail, and they can contact us. Serving Moorpark, Thousand Oaks, Simi Valley, Newbury Park, and parts of the San Fernando Valley.

Warmest Regards,

Sue and Michele, Realtors

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