

Questions to ask before you hire an agent

Selling or buying a home in St. Johns County is a large financial decision. These questions help you see how an agent actually works — including us — before you sign. Print this, take it to every interview, and write the answers down. A good agent will welcome every question. Vague or defensive answers are useful information too.

You can use this with any agent. If you are interviewing David and Claudia Ashworth, we will answer these in writing.

- ☐ 1. How would you price this home, and which recent sales support that number?

- ☐ 2. What happens if it is not under contract in the first two weeks?

- ☐ 3. What do I pay you, what might the other side pay, and what is in writing versus assumed?

- ☐ 4. When would you represent both sides of my deal?

- ☐ 5. Which repairs or upgrades return money in this neighborhood, and which only spend it?

- ☐ 6. When can I reach you, and who covers me if you are in another closing?

- ☐ 7. What would make you tell me not to list, or not to buy, right now?

- ☐ 8. In the last 12 months, how many similar homes have you sold in this neighborhood — exact count?
- _____
- _____
- ☐ 9. If an offer is weak, will you tell me to wait, or push me to take it?
- _____
- _____
- ☐ 10. Who else can make money if I hire you (title, lender, staging, referrals), and will you name that before I ask?
- _____
- _____
- ☐ 11. If this is a short-term rental, how do you verify it is legal and that the income story is real?
- _____
- _____
- ☐ 12. Will you put your answers to these questions in writing?
- _____
- _____

Answers we will give you in writing if you ask us

1. A price range tied to recent comparable sales, not a number chosen to win the listing.
2. A plan for week two if showings or offers are weak — including a price discussion if the data says so.
3. Compensation and who pays it, in the listing or buyer agreement, before you sign.
4. Whether we would represent both sides, and what that changes for you.
5. Which work is likely to return money in this neighborhood, and which is optional.
6. Direct cell/text for David and when we are available; coverage if we are in another closing.
7. If waiting, walking away, or hiring a different specialist is the better move, we will say that.
8. An honest count of similar nearby sales we have closed — including if that number is small.
9. A clear recommendation on a weak offer, not pressure to “just get it done.”
10. Any referral fee or related business we would earn if you hire us.
11. For a short-term rental: county rules, registration, and whether the income claim is documented.
12. Yes. Ask and we will send this back in writing.