

QUESTIONS BUYERS & SELLERS SHOULD ASK

**Your Guide to Buying, Selling & Living
in East Tennessee**

QUESTIONS BUYERS SHOULD ASK

Before making an offer, consider asking:

- Why is the seller moving?
- How long has the property been on the market?
- Have there been previous price reductions?
- What are the comparable sales?
- What are the property taxes?
- What are the HOA fees and restrictions?
- Are there upcoming assessments?
- How old are the major systems?
- Are there known repairs or issues?
- Are there easements or restrictions?
- What utilities serve the property?
- Is the property in a flood zone?
- Are there special considerations because of the lot?
- What should I investigate during due diligence?
- Does the property truly fit the lifestyle I'm looking for?



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QUESTIONS SELLERS SHOULD ASK

Before putting your home on the market, consider the following AND be sure to put yourself in the shoes of a potential buyer evaluating your home:

- What is my home realistically worth today?
- What are the most relevant comparable sales?
- Who is the likely buyer for my property?
- What improvements should I make?
- Which improvements aren't worth the expense?
- Should I stage the home?
- What should I do before professional photography?
- How should my home be marketed online?
- What is the current competition?
- How long might it take to sell?
- What expenses should I expect?
- What happens if I receive multiple offers?
- What happens if the appraisal is lower than the contract price?
- How can I coordinate selling and purchasing another home?

