

## Questions to determine position

1. What is your current or most recent MLS number?
2. How many total homes have sold in your subdivision in the last 6 months and 12 months respectively (regardless of type or style)?
  - o How many?
  - o List addresses and MLS numbers
3. How many homes (in your approx price range) have sold in your town or city over the last 6 months and 12 months respectively (regardless of type or style)?
  - o How many?
  - o List addresses and MLS numbers
4. How many homes are selling per month on average?

(This can be figured by calculating the number of homes sold divided by the amount of months. For example if 10 homes sold in the last six months it would be  $10 \div 6 = 1.66$ . Homes are selling at a rate of 1.66 per month.)
5. How many total homes (in your approx price range) are active in your subdivision (regardless of type or style)?
  - o How many?
  - o List addresses and MLS numbers
6. How many total homes (in your approx price range) are active in your town or city (regardless of type or style)?
  - o How many?
  - o List addresses and MLS numbers
7. How many months worth of inventory is on the market?

(This is figured by taking how many homes are currently for sale divided by how many homes are selling per month (answer #4). For example, if there are currently 15 homes on the market and they are selling at a rate of 1.66 per month then it's  $15 \div 1.66 = 9.03$  months worth of inventory on the market).

  - o Subdivision
  - o Town or city
8. Of all of the active homes (properties you're competing with) in both your subdivision and town or city, how many have you physically been inside? (Selling 101...you MUST know what you're competing with. **If you haven't been inside ALL of the competing homes [schedule an appointment to get inside](#).** It only takes a few minutes get what's needed.)