

SELLING IN CHOWAN COUNTY?

10 Questions to Ask Before You Sign a Listing Agreement

Take this to every listing appointment in Chowan County. Ask each agent all ten, write down what they say, and compare the answers side by side before you sign anything.

Before the first question. North Carolina requires an agent to give you the *Working With Real Estate Agents* disclosure before discussing your finances, your motivation or your timeline. It is a disclosure, not a contract, and signing it hires no one.

Commissions are negotiable. Broker compensation is not set by law, by the North Carolina Real Estate Commission or by any listing service. It is a term of your listing agreement, in amount and in form, and any offer to pay a buyer's agent is a separate decision you make.

ASK EACH AGENT

Circle any answer you want in writing.

AGENT A

name and firm

AGENT B

name and firm

- 1 Exactly what will I owe you, in what form — percentage, flat fee, or hourly — and what event triggers it?**

An open-ended amount or a range is not permitted. The figure must be defined.

- 2 When exactly is your fee earned, and when is it payable — on a signed contract, or at closing?**

Ask this even if it feels redundant with the written agreement; get the answer in your own words, in front of the document.

- 3 Will you offer compensation to a buyer's agent, how much, and where does that show up — in the listing, or only in a future purchase agreement?**

This is no longer an MLS field. Make sure you understand exactly where and how it will appear.

- 4 What is the term, and can I start short and renew if I'm satisfied?**

Duration is negotiable. A short first term costs a confident agent nothing.

- 5 Is this an exclusive right to sell, or could I still sell it myself without owing a fee?**

Ask directly which type of agreement you're being asked to sign.

10 Questions to Ask Before You Sign a Listing Agreement continued

ASK EACH AGENT Circle any answer you want in writing.	AGENT A same agents as page 1	AGENT B same agents as page 1
6 What happens if I terminate early — and what happens if the listing simply expires? These are two different mechanisms with two different consequences.		
7 Is there a protection period after this ends, and for how long? Ask specifically which buyers it would cover, and whether relisting elsewhere ends it.		
8 If a buyer working with your own firm wants my property, what happens? Will you ask me to consent to dual or designated dual agency — and can I decline that in writing now?		
9 List the services I'm paying for. What exactly do you do for marketing, and what gets handed to someone else? "Full service" is not an answer. Ask for the list.		
10 What written advice do I get before I respond to an offer — on price, on terms, and on when I should walk away from one? The last one is the whole job.		

Before you sign, check that the agreement has North Carolina License Law, 21 NCAC 58A .0104

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| ☐ Both signatures. A listing agreement must be in writing and signed from the start. | ☐ A definite expiration date and the broker's license number. It ends on that date on its own, with no notice from anyone. |
| ☐ Any early-termination penalty set out clearly and conspicuously. | ☐ The fair housing commitment every written agency agreement must carry. |
| ☐ Your dual agency choice , given or withheld in writing. A firm needs your written authority to represent both sides. | |



The full guide. What a listing agent owes you, how the agreement works and how commissions and fees are set: edentonbuyersbrief.com/seller-representation/.
 Questions? Call or text Travis at (252) 202-4945.



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