SELLING IN WILSON COUNTY?

10 Questions to Ask Before You Sign a Listing Agreement

Take this to every listing appointment in Wilson 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?** Ask for the figure, the form and the trigger, in writing. The Commission does not set it and will not arbitrate it.		
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 **Should I offer compensation to a buyer's agent, how much, and which document would carry that term?** It is your decision, not a requirement. Know exactly where it will be written before you sign.		
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.		

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General information about North Carolina listing practice, not legal advice. Listing agreements are binding contracts; consult a North Carolina real estate attorney before signing anything you do not fully understand.

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

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

Questions while you work through this? Call or text Travis at **(252) 632-8681**.

H R G

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