

Interview Questions for Real Estate Agents

Name: _____ Interview Time: _____
Company: _____ Phone No. _____

1. How many years have you been in business? ____
2. Are you a full-time Realtor? ____
3. Do you have any client testimonials or references to show me?
4. Would you tell me about current market conditions?
5. What makes you different from your competitors? Why should I choose you to sell my home?
6. What strategy will you use to market this home; what advertising media will you use and why?
7. How often will you update me?
8. How long do you think it will take to sell this house?
9. What price would you list this house at? \$_____;
and how much do you realistically think we can get? \$_____
10. What is your track record with houses in similar price range?
How many listings in last year ____ and how many of those sold ____
How many sold without a reduction in asking price ____
11. What is your commission rate? _____% Is it negotiable? ____

Reference Check: How smoothly was the selling process handled?

How accessible was the agent when there were questions or problems?

Would you use him/her again?