

## **LISTING AGENT INTERVIEW QUESTIONS:**

- 1) How long have you been licensed to sell real estate?
- 2) How many homes did you sell last year as a seller's agent?
- 3) Of the homes you sold last year, again as a seller's agent, what was the average number of days between going on the market and getting an accepted offer?
- 4) What was the average ratio between the listing price and the selling price?
- 5) What kind of market share do you and your company have in the local area?
- 6) Do you have a personal assistant?
- 7) What is your personal opinion of the local market conditions?
- 8) Can you provide me with at least 3 recent references?
- 9) How will you market my home? Print? Online? Open House?
- 10) Do you have your own personal web site for marketing homes?
- 11) Do you use video and virtual tours to market your homes?
- 12) When a buyer calls on my home will you ALWAYS be the one they speak with?
- 13) How will you communicate with me regarding your efforts?
- 14) Do you have a feedback system and if so, how does it work?
- 15) How readily accessible will you be? Do you carry a cell phone? What hours?
- 16) Once the offer is accepted will you be attending all the inspections on my home?
- 17) How will you verify that the buyer is qualified to buy my home?
- 18) What are your fee structures and why?
- 19) CAN I TERMINATE OUR AGREEMENT IF I AM NOT COMPLETELY SATISFIED?