

## QUESTIONS TO ASK A LISTING AGENT DURING AN INTERVIEW



How long have you been in real estate?  
Why did you choose real estate?  
Are you full time in real estate?  
What is your philosophy about selling real estate?

What are your credentials?  
Do you have any professional designations?  
Are you a member of the California Association of Realtors?  
Are you active in the local Association of Realtors?

Do you have an office?  
Do you have one-on-one support from your broker?  
What type of support staff and resources do you have and utilize?  
What professionals do you typically work with to help sell a home?

How will you verify that a buyer is qualified to purchase my home?  
Do you represent both buyers and sellers on the same house sale?  
If so, how do you represent both fairly?

Will you be readily accessible, such as by cell phone, if I need to reach you?  
By what method and frequency will you keep me informed regarding your efforts?  
Will you be attending all inspections on my home once an offer is accepted?

Do you carry E & O and Liability insurance?  
What can you do to protect me from future lawsuits?  
How do you stay current with real estate practices and laws?  
Why should I choose you as my agent?

Do you specialize in this neighborhood?  
In your opinion, what are the drawbacks of my home?  
In your opinion, what are the positive features of my home?  
Can you help me prepare my home to sell and to make it more marketable?

What is your plan to market my home?  
Will you be using outside resources for marketing tools to photograph, video or stage my home?  
I have read the Internet is a critical tool for selling homes. What is your online marketing strategy?  
What haven't I asked you that I need to know?

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