

Real Estate Agent Interview

27 Questions to ask a prospective real estate agent

Interview Question		R. Davis	Agent #2	Agent #3
Experience, Certifications and Training- Hire for Experience				
1	How many years have you been listing and selling property in the area?	Since 1990		
2	Do you hold a Realtor™ designation from the National Association of Realtors?	Yes		
3	Is your company a member of the Multiple Listing Service (MLS)?	Yes		
4	Do you hold a Certified Residential Specialist (CRS) designation from the National Association of Realtors?	Yes		
5	Do you hold any advanced Internet certifications from the National Association of Realtors, such as the e-PRO designation?	Yes		
6	Do you hold any leadership positions in the Charleston Association of Realtors – either as a board or committee member?	Yes, I serve on the MLS residential users committee.		
7	Do you live in or near the community & how long have you lived / owned property there?	Wild Dunes Resort 13 years		
8	Are there any other certifications or designations you hold?	Yes, we are recognized by "Who's Who in Luxury Real Estate"		
Sales Production – As everyone says - If you want success, hire a busy person - they know what it takes to succeed.				
9	What was your sales volume for last year?	Over \$72,000,000		
10	What is your sales volume so far this year?	Over \$24,000,000 thur April '06		
11	How many properties do you currently represent (i.e., active listings)?	# 1		
12	Considering all agents selling property in my area, where do you rank in terms of properties sold (i.e. #1, #50, #200 or #?)?	Yes, 2,000+		
13	Do you have any dedicated Assistants to help you? Is so, how many?	Yes, 2 full time assistants.		
14	Outside of MLS, do you send information about my property to other agents? If yes, how many do you distribute to?			
15	Do you run a photo ad in the Post and Courier newspaper? If yes, for how long?	Yes, until the property is sold.		
16	Will my property be listed at your website?	Yes		
17	Will you prepare an information flyer for prospects and agents?	Yes		
18	Will my home be listed at Realtor.com	Yes		

19	If yes, is it a standard or enhanced listing with multiple photos and expanded descriptions?	Enhanced		
20	Will you prepare a virtual pictorial tour of my home?	Yes, and it will appear on MLS and all our other website affiliations.		
21	How many web portals do you list properties with?	Approximately 24 websites including MSN, AOL, Yahoo, Excite, Realtor.com, LuxuryRealEstate.com, and others.		
22	Will you use direct mail to market my property?	Yes, we typically use postcards, newsletters and personal letters and notes.		
23	Do you maintain a database of prospects to which you market properties? If yes,, how many prospects do you have?	Yes, over 2000 prospects as well as marketing to our databases of all property owners.		
24	Do you use email to market properties?	Yes		
25	Do you use any email distribution lists? If yes, how & how many are on the list?	Yes, our eNewsletter's are sent to over 1500 subscribers.		
Listing Agreements – The contract for services.				
26	What length of time is a listing agreement?	Typically 6 months		
27	Can I cancel it during the term for any reason?	Yes, at anytime with a 24 hour notice.		
28	Can you guarantee me that you can sell my house at the price we list it?	No, we can guarantee we will do everything that we commit to do. External factors have an influence on whether your home sells or not.		

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