

## Questions to Ask a Realtor in an Interview

1. What's the best area to buy in?
2. Where is my best resale area?
3. What type of home has the best resale?
4. What is the most popular plan for resale?
5. What features in a home are most important to majority of buyers?
6. What's the best mortgage I can get?
7. What's the best price range for resale?
8. # of listings sold in the last year?
9. How many years in the industry?
10. How many homes sold per year on average?
11. How many homes listed per year on average?
12. How many listings sold within last 90 days?
13. How many listings need to be reduced before 90 days?
14. Do you have a marketing plan?
15. Where does the seller fit into your marketing plan?
16. Will you keep the seller informed at all times?
17. Will you help with questions re: lawyer, inspections, mortgage broker
18. Does Realtor list more or sell more?
19. Does Realtor specialize in any part of the city?
20. Does Realtor specialize re: new homes, condos, resale homes?
21. Is Realtor familiar with areas, communities, schools?
22. Is Realtor full time or part time?
23. What's your experience?
24. Why should I choose xxx (insert company name)?
25. How many clients have you worked with?
26. Do you have any referrals / references?
27. If you are new to the business, why should I use you?
28. I have lots of experience in real estate too. So why should I use you?
29. What makes you different than the others?
30. Are you licensed?
31. Why are your fees so high?
32. How do market differently than others?
33. How can you help me get the most money for my home?
34. What is the market doing right now?
35. I'd like to sell privately. Why do I need a Realtor?
36. Are you an expert?
37. What specifically will you do for me?
38. Do you work with other people?
39. Do you consider yourself respected & looked to for advice?
40. How long would it take you to solve a problem if one were to arise?
41. Do you like what you do for a living?
42. Are you in debt?
43. Do you want to retire early?

44. Are you normally this happy?
45. What are the steps in the buying/selling process?
46. Best & worst experience?
47. How much will you cost me?
48. What are your credentials?
49. Why did you become a Realtor?
50. How much do I need to have to buy the home I want?
51. How much a month can I afford?
52. Should I buy a new or used home?
53. What are the current market trends?
54. What's the value of my house?
55. How long will it take to sell my house?
56. What is your experience selling homes like mine?
57. How long after listing do you look at reducing the price?
58. What things can I do to make my home more saleable?
59. How much below list price should we be prepared to go?
60. Do you have open houses?
61. Do you work alone or with others?
62. Is this a good time to sell?...buy?
63. Look at the Realtor's appearance, dress, organization, body language, attitude (Are they enthusiastic, pushy, calm, passionate?)
64. Awards?