

INTERVIEW QUESTIONS TO ASK PROSPECTIVE REAL ESTATE AGENTS

1. How long have you been an active real estate agent?

2. How many sales have you closed, or what is your closing ratio?

3. Which type of clients do you typically represent (buyers, sellers, investors, etc.)?

4. How many clients are you currently representing?

5. Can you provide a list of referrals with contact information?

6. Do you work in any specific market niche? What is your experience with _____ property type?

7. Do you work full or part time?

8. Do you have other real estate experience and credentials beyond being an agent?

9. Have you ever had any complaints filed against you?

10. What is the best feedback you have received from clients or colleagues?

11. What is your availability and typical work schedule?

12. Who are some of your professional connections that can help with _____?

13. Will I work directly with you, or do you have a team?

14. What are the average days on the market for your listings?

15. How often do you provide updates or check in with your clients?

16. How long are your agent contracts, and why?

17. What are your fees?

18. How do you handle conflicts with your clients? Other agents?

19. What is your marketing strategy for my property?

20. Can you tell me about the current market in my chosen locations?

21. What steps do you take to work with buyers and sellers to help them achieve their goals?

22. What is your involvement in the community?

23. Have you closed transactions similar to mine?

24. Do you have an online presence? Where can I see your profiles? (LinkedIn, Instagram, etc.)

25. What is your preferred method of communication?
