



# *Twelve Questions to Ask When Interviewing A Realtor*



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*Here is a list of the questions you need to be asking when Interviewing potential Realtors for the task of Listing and Selling your Home.*

*1. What Professional designations have you earned?*

*CRS- Certified Residential Specialist (Less than 4 % of Realtors have this Designation)*

*MRE- Master of Real Estate*

*GRI- Graduate of Realtor Institute*

*2. How many years have you been in the business?*

*I have been Selling Real Estate actively for eight years.*

*3. Do you provide a Home Display Book for Prospective Buyers?*

*Yes*

*4. What is your average days-on-the-market per listing sold?*

*47 days on market is my average*

*5. What is your average List-to-Sales price ratio?*

*98% List to Sold Price Ratio*

*6. What types of report forms do you provide to Sellers?*

*Feedback forms I generate along with Property Showing Feedback sheets from E Home Showings.  
I have included a few of the feedback forms in this packet for your consideration.*

*7. What methods will you be using to market within my neighborhood?*

*Open Houses / News & Advance Advertising/ Internet Presence  
5x5x5x5 Marketing Campaign*

*8. May I see a Sample property brochure?*

*Yes, I have included a brochure in this packet.*

*9. What is your written marketing plan?*

*It is a 5 week Marketing Plan and I have included a copy for you to review. I would also be happy to answer any questions you may have.*

*10. May I see your Resume?*

*I have included a copy of my resume in this packet.*

*11. How many homes have you sold?*

*150 or so- I have sold in both Virginia as well as Colorado and am currently licensed in both states as a Real Estate Broker.*

*12. Have you sold many homes in my area? Yes*

