



Meet The Agent Questions

EXPERIENCE

1. Tell me about your marketing plan. How would you market my home?
2. Can you provide examples of successful marketing campaigns and channels you've used and implemented?
3. How many sales have you had in the last 12 months and/or historically?
4. Can you provide testimonials/referrals from home sellers, buyers, vendors and/or suppliers?

SEARCH

1. Do you specialize in certain areas?
2. Are you licensed in multiple states?
3. Can you tell me about the types of properties you've had success with?
4. What market(s) are you targeting?
5. How do you help me stand out in finding my "Dream Home" meeting my criteria?
6. What tools and technology do you use for property searches?
7. What potential challenges do you foresee in the buying or selling process, and how would you address them?
8. Do you have working relationships with other agents in the area?
9. Do you have XYZ in your network?

ADMIN

1. How often and when are you available?
2. Will I be working directly with you or a team?
3. What can I expect during the selling process? Please explain the steps.
4. What can I expect during the buying process? Please explain the steps.

CONTRACT

1. Can you walk me through the typical steps of a real estate transaction?
2. How do you approach negotiations on behalf of your clients?
3. How does your contract work?

MISC

1. How do I request a consultation?
2. What sets you apart as a Real Estate Agent?
3. Do you specialize in any specific areas of expertise?
4. Do you have any professional certifications or designations?
5. What makes you a qualified agent to help me find my dream home?
6. Are you involved in your association or MLS?
7. Why are you passionate about real estate?
8. Do you volunteer outside of real estate? Where/Why, tell us about the organization and its mission and why it's special to you?