



QUESTIONNAIRE

TO HELP YOU DECIDE IF A PARTICULAR AGENT IS THE RIGHT ONE FOR YOU

Appear professional and organized. Did they show up on time for your meeting?	
Listen? Or talk AT you?	
Ask you what your goals are and about any concerns you might have?	
Do they have a website where you can see some of their previous listings including photos?	
Have any formal negotiation training? What is their negotiation style?	
Asked you what's most important to you in this sale?	
Communicate well? Provide straight forward and reliable information?	
Seem knowledgeable in general and in terms of market conditions?	
Give you confidence in their abilities?	
Have sufficient experience?	
Work full-time in the real estate?	
Will they manage your listing or will someone else on their team do it?	
Have a strategy to sell your home? How will they uniquely market your home? Do they know who the demographic for your home is?	
How do they take their photos? On their camera? Professional? Are they regular photos or magazine worthy?	
How do they treat other agents in the industry? Do they respect other agent's time? Do they make it easy for other agents to get information about the property?	
Stage their listings? How do they stage? By themselves? With a professional? Does the stager's style match that of your target demographic?	
Ask them for a time when a deal was difficult and what they did to ensure the deal got done?	
Give you a good feeling?	
When was your brokerage's last RECO audit, and were there any issues with the trust account?	

