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From The Desk of **Mel Gilson**
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OLIVE BRANCH
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Interview questions for your listing agent.

When you interview a listing agent there are a lot of questions to ask but in the final analysis most sellers look for an agent with experience and a track record in their local market. They'll choose an agent who has the knowledge and skills to find a buyer with their marketing and negotiate a fair sale that meets everyone's expectations.

1. How many years of experience do you have?
2. How well do you know the local market?
3. How many homes did you sell this year?
4. How many homes have you listed and sold in your career?
5. What will you do to market my home?
6. What are your marketing strengths?
7. What are your marketing weaknesses?
8. What's sets you apart from other listing Realtors
9. How do you price my home? What analytics do you use?
10. How will you keep me informed as the listing progresses?
11. What is the average days on the market for homes in neighborhoods like mine?
12. How strong is the current market?
13. Tell me about your communications skills. How will you keep me informed?
14. Explain how you will negotiate the best price and deal for me?
15. How many people are you selling homes for right now in the market?
16. How many are in my price range?
17. How many are comparable to my home?
18. What do you expect of me?
19. What advice would you give me when I get an offer? .
20. What's your fee?
21. Can I talk to one of your previous clients?