

Questions To Ask...

WHEN INTERVIEWING REALTORS

	ALEX G.	AGENT 2	AGENT 3
Do You Sell Homes Part-Time or Full-Time?	Full Time	_____	_____
Were You Born And Raised In Richmond?	Yes	_____	_____
Do You Have A University Degree In Real Estate?	Yes	_____	_____
How Many Homes Have You Sold In The Last 24 Months?	224	_____	_____
Do You Use Professional Photography Including Dusk Twilight & Drone?	Yes	_____	_____
Do You Make HD Walk Through Movie Tours Of Your Listings? May I See An Example? Or Do You Simply Use A Virtual Tour (A Slideshow Of Pictures)?	HD Movie Tours	_____	_____
Do You <u>Pay Extra To Enhance Your Listings</u> On All Of The Top Real Estate Websites Like Zillow and Trulia?	Yes	_____	_____
Do You Enhance Your Home Walkthrough Videos As A Member Of The Zillow Premier Agent Direct Program? **This Is Currently The Only Way To Have A House Show Up Above Other Houses At The Top Of Search Results On Zillow.com**	Yes	_____	_____
Have You Ever Been Named one of the “Best Realtors In Richmond”? If So, By Whom And When?	#1 Style Weekly 2018 #1 Style Weekly 2017 #2 Style Weekly 2016 #3 Style Weekly 2015 #2 Style Weekly 2014 #1 Richmond Mag 2013	_____	_____

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How Many Reviews Do You Personally Have On Zillow.com? (Not Your Team Total)	198	_____	_____
Do You Have A Specific, Effective "Plan Of Action" For Getting Our Home Sold, As Well As A Written Schedule And References? If So, May We Have A Copy?	Yes	_____	_____
Do You Offer Guaranteed Weekly Updates Over the Phone While I am For Sale?	Yes	_____	_____
Have you ever had a professional or ethics violation? Check on agents here: www.dporweb.dpor.virginia.gov/LicenseLookup/	No	_____	_____
Do You Have A Full-Time Real Estate Training Coach? If Not, Why not?	Yes	_____	_____
Does Your Office Work With A Relocation Company To Bring In New Buyers From Out Of Town On A Daily Basis?	Yes	_____	_____
How Do You Prospect For Buyers Daily And Do You Use Passive Or Active Techniques? Please Explain...	Pro-Active on Phone & Online, Daily	_____	_____
Do You Have Dedicated Support Staff Just For You? If So, How Many?	Yes / 3	_____	_____
Which Professional Designations Do You Have?	SRS, PSA, CNE MRS, SRES, EPRO	_____	_____
Do You Offer Any Additional Benefits When Working With You In Addition To The Marketing And Selling Of My Home? If So, What?	Yes / Free Moving Truck + More... See Website For Details	_____	_____

