



A Real Estate Agent will do one of two things for you, make you money or lose you money! It does not matter if you are buying or selling, there is money to be made or lost.

When interviewing a real estate agent these are some basic questions every great agent should know off the top of their head. If they don't, then they are not using their license to run a business. They are simply working a hobby to make money.

Here, at Carpenter|Kessel, we are not afraid of competing against other agents. We run a business, know our numbers, and provide stellar customer service. We welcome the competition because we work with the agents that sell houses as a hobby. We know that we out perform them both in our numbers, reviews, and customer service.

# Buyer's Questions

## TO ASK REAL ESTATE AGENTS

1. How many houses have you sold in the past 12 months?
2. How long have you been in the business?
3. Do you work real estate full time or part time?  
Do you have another job?
4. How many buyer clients do you have right now?
5. How long do you usually work with a buyer from first home to close?
6. Are you a *Premier Agent* on Zillow.com?
7. How many reviews do you have on Zillow?
8. Who are your lender partners?
9. How can we write an offer to stand out from others while still protecting my interest?
10. Who do I call when you are not available?
11. Who overlooks your business when you are out of town?
12. What is your sold price to list price ratio?
13. Who handles the transaction once it's under contract?
14. How many offers are you writing per buyer?
15. How are you combating multiple offer situations?

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# Seller's

# Questions

## TO ASK REAL ESTATE AGENTS

1. How many houses have you listed & sold in the past 12 month?
2. How many of your listings have expired?
3. How long have you been in the business?
4. Are you a *Premier Agent* on Zillow.com? (A Premier agent is not just an agent that advertises on Zillow. Premier agents are Zillow's top 8% Nationwide!)
5. Are you a *Showcase Agent* on Realtor.com?
6. Do you use drone video or aerial photography?
7. Who is your photographer?
8. Can you provide me an example of your marketing plan?
9. What is your marketing budget?
10. How do you schedule and manage showings?
11. How do you get feedback to us?
12. Who do I call when you are not available?
13. Who overlooks your business when you are out of town?
14. What is your list price to sales price ratio?
15. Who handles the transaction once it's under Contract?

