



Lambert  
GROUP

# 13 QUESTIONS TO ASK

*The Agents You Interview*

1. How many years have you been a full-time agent?
2. What is the total number of homes you have closed?
3. What are a few areas of specialty that you have?
4. What % of your business is sellers versus buyers?
5. Do you have written references you can provide me with?
6. What are your five best methods of finding buyers for my home?
7. What is the game/marketing plan you have for getting my home sold?
8. What internet platforms will you use to expose my home?
9. What is the absorption rate of homes right now in our local market?
10. What is your list price to sales price ratio?
11. What is your percentage of homes sold versus expired?
12. What metrics did you use other than comparables from the MLS to determine the pricing of my home?
13. What is your strategy if the market doesn't respond to my home within two to three weeks?



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