Find Best Agents
Hassle-free agent finder.

Agent interview checklist

Ask every agent the same twelve questions. Score each answer from 1 (weak) to 5 (strong).

Agent 1: _____ **Agent 2:** _____ **Agent 3:** _____

Question	Agent 1	Agent 2	Agent 3
ABOUT THEIR RESULTS			
1. What have you sold near me in the last 12 months?	/5	/5	/5
2. What was your average days on market, and how does it compare with the suburb?	/5	/5	/5
3. How did your final sale prices compare with your first advertised prices?	/5	/5	/5
ABOUT THE PRICE			
4. What do you think my property will sell for, and why?	/5	/5	/5
5. What could add value before we list?	/5	/5	/5
ABOUT THE CAMPAIGN			
6. What is your marketing plan, and what will it cost?	/5	/5	/5
7. Do you recommend auction, private treaty or another method, and why?	/5	/5	/5
8. Who will run the inspections and negotiate with buyers?	/5	/5	/5
9. How and how often will you update me?	/5	/5	/5
ABOUT FEES AND TERMS			
10. What is your commission, and what exactly does it include?	/5	/5	/5
11. How long is the agreement, and how can I end it?	/5	/5	/5
12. What happens if it does not sell in the first few weeks?	/5	/5	/5

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Compare the agents

Fill this in after the last meeting, from your notes and their written proposals.

	Agent 1	Agent 2	Agent 3
Price estimate			
Comparable sales shown?			
Recommended sale method			
Marketing plan and cost			
Commission, and what it includes			
Agreement length and how to end it			
Who runs inspections and negotiation			
How they will keep you updated			
Plan if it does not sell quickly			
How well they listened			
Total from page 1 (out of 60)			

Before you sign

- [ ] The commission and marketing costs in the agreement match what you were told.
- [ ] The type of agreement, how long it lasts and how to end it are clear.
- [ ] Any costs payable if the property does not sell are written down.
- [ ] Any rebates, referral fees or other benefits are disclosed.
- [ ] You have read the whole agreement and asked about anything unclear.
- [ ] You are not signing under pressure. You can take it home first.