



Pre-Listing Interview Questions to ask Every Agent

- **If you are the listing agent, will I see you regularly, will you show the property? Who else will I have to deal with on this transaction?** *We all take care of our clients individually. No one is passed off to anyone else. We show our own listings 95% of the time. You call us, and we answer the phone ourselves.*
- **Do you work full-time? And then some. Are you available weekends and evenings? Absolutely, even holidays.**
- **For how long is the listing agreement?** *Four to six months but you can cancel at any time for any reason.*
- **What listing(s) did you take in the past year that did not sell and why?** *None. We do not take listings that we cannot sell.*
- **What are your brokerage's penalties for cancelling?** *No cancellation fees. You can cancel anytime for any reason. Previously agreed to expenses are due and payable.*
- **What is the recommended listing price for my home?** *It would be irresponsible for us to say before seeing the home in person and then completing a thorough market analysis.*
- **Do you work as a listing agent, buyer's agent or as a transaction broker?** *Transaction Broker in Florida. If an agent cannot explain what that means find another agent.*
- **Do you use a lockbox?** *Occupied properties—Never ever. We get paid to show the property. It is our job to show. Vacant properties, on a case by case basis.*
- **Will you reduce your commission?** *If the property is listed at the right price and sells quickly, yes. We are happy to use a sliding scale with a reduction in commission for an executed contract within 15 days & 30 days from listing. **What if no other brokerage is involved?** *If no other brokers/agents are involved in the transaction and no referral fees are owed, we will reduce the commission.**
- **Where do you live? How long will it take you to travel to show my home?** *We do not take listings more than 30 minutes travel time from our home or office. We only work the markets we know.*
- **Do you have an assistant or an associate to cover for you?** *Yes, we are a small boutique firm that work together to ensure our ability to serve our Clients. RSG has a Managing Broker & 4 associates. We have no aspirations to be a "big" firm; we want to stay small and exclusive and provide an extraordinary customer experience.*