

AGENT INTERVIEW

TOP 10 QUESTIONS YOU MUST ASK ANY AGENT BEFORE YOU LIST YOUR HOME!

NOTE: You should ask these questions over the phone BEFORE you invite the agent to your home!
Make copies and write the other agent's answers in the space below mine!



- 1. What is your 'list price to sell price' ratio?** Knolly: I average 98.4% of asking price.
- 2. What is your average days on market?** Knolly: 32 days.
- 3. Of the homes you did not sell, why do you think they didn't sell?**
Knolly: Last year, 94% of my listings **SOLD**. Those that didn't were due to the uniqueness of the property.
- 4. What percentage of your sales were listings versus buyers?** Knolly: 96% Listings.
- 5. How many homes did you sell last year?** Knolly: 153 Homes **SOLD**.
- 6. Could you give me your last 5 seller's names and phone numbers along with the dates the homes were sold?** Knolly: YES! Available ASAP upon request!
- 7. Where do you think the buyer for my home will come from?**
Knolly: With my unique marketing system, the buyer could come from anywhere... nationwide!
- 8. What other things do you do besides real estate?**
Knolly: I work over 80 hrs per week selling real estate. I also lead Bible Study and do volunteer work. Besides that, my wife and I enjoy cooking and gardening.
- 9. Can you show me your marketing plan for my home?**
Knolly: Yes! See the Knolly Marketing Plan. I do more to market your home than any other agent!
- 10. How long have you been in the business?**
Knolly: Sales and Marketing for over 23 years. Previous CEO of a national marketing company

