

Even if you do not use us. You should ask every agent you interview these essential questions.



Questions for Interviewing Listing Agents	The Heilman Team	Other Agents
1. How long have you been selling real estate	Mindy & Barbara Combined 45 plus years	
2. What areas do you specialize in?	Waterfront NPB, PBG & Juno Beach	
3. What price range do you specialize in?	#1 in Sales \$500,000 to \$3,000,000 since 2002	
4. Do you have a team to help you with all the details of getting my home sold?	5 People	
5. Do you have a full time assistant to help with managing the entire home selling process and coordinating the transaction from contract to closing?	Yes- 2	
6. How many homes have you sold in my area recently?	24	
7. How many listings do you currently have? (make sure they have time for you)	9	
8. Will you service our listing personally or will be working with one of your assistants?	Personally	
9. What is your sales volume over the last couple of years?	40 Million	
10. Do you put your cell phone number on MLS for agents to contact you directly with questions, schedule showings after hours, and or present offers?	Yes	
11. Do you have a partner to help you sell when you are busy with other clients or out of town?	Yes	
12. Do you advertise your listings on the Internet? How?	See Marketing Presentation	
13. What Percent of the commission do you give to Selling Agent?	50/50=3%	
14. Do you have a Professional Photographer? Video Tour, Virtual Tour from still images, Aerials?	Yes. Quality Photographs, Video Tour and Aerials	
15. Do you mail brochures of my home to other agents? Who?	Yes to Realtors that have sold in your area in the last 2 years.	
16. Do you mail "Just Listed" post cards? Where?	Yes to homeowners in and around your neighborhood. See Custom Marketing Plan.	
17. What other forms of advertising do you do?	See Marketing Presentation	
18. May I see a sample brochure of homes you've sold in the past?	Yes	
19. May I see a copy of your marketing plan?	At Listing Presentation.	
20. Do you provide feedback via phone calls or emails to your sellers on all showings?	Yes	
21. Do You work after 5pm and on weekends?	Yes	
22. Will you stage my home before it's listed and suggest any repairs or changes that will make it more marketable?	Yes	
23. Will you be accompanying on all showings or have an assistant do it?	Mindy or Barbara will be there	