Real estate agent selection checklist

Use one checklist per agent. Check each box when you have enough information to evaluate the answer.

Agent name	Brokerage	Interview date
Recommended listing price	Estimated selling timeline	Proposed commission

- [ ] Have I verified that the agent holds an active real estate license in my state?
- [ ] Can the agent share recent sales of comparable homes, including sale prices, days on market, and how those results compare with local averages, if available?
- [ ] Has the agent demonstrated knowledge of my neighborhood, local competition, and current buyer demand?
- [ ] Did the agent recommend a listing price supported by recent comparable sales and market conditions?
- [ ] Did the agent provide a specific marketing plan, including photography, online listings, and showings?
- [ ] Did the agent explain which repairs or improvements are worth making before listing and recommend reliable local contractors if needed?
- [ ] Did the agent outline a realistic timeline for preparing, listing, and selling my home, including potential delays?
- [ ] Did the agent explain how they would handle offers, buyer negotiations, inspection requests, and appraisal issues?
- [ ] Did the agent explain how often I will receive updates, how we will communicate, and who my main contact will be?
- [ ] Can the agent provide references from recent seller clients who are willing to share their experiences?
- [ ] Did the agent explain their fees, included services, and estimated closing costs, and provide an estimate of my net sale proceeds?
- [ ] Have I reviewed the listing agreement, including its duration, cancellation terms, commission obligations, and other important conditions?

What impressed me most?

What concerns or unanswered questions do I have?

Would I feel confident hiring this agent? ☐ Yes ☐ No ☐ Need more information