



Questions to Ask When Interviewing A Real Estate Brokerage

What was last year's gross sales volume for that office?

Does the office belong to a local board of Realtors? Which one?

How many agents are affiliated with the firm?

How long has the average agent been with the firm?

Is there a formal training program?

How long is it? What does it cover? Is there a charge? What is the success rate? Is there follow-up training or other ongoing training? Are the trainings in person, virtual, or on demand?

Is there someone I can call with questions during a transaction?

What is the new agent success and retention rate for the last year?

Does the firm pay for advanced training?

Does the firm cover Errors & Omissions (E&O) Insurance?

Is floor time offered or required of new agents?

Are there regularly scheduled office meetings? When?

Does the office tour new listings?

What is the commission structure?

Is it graduated based on production? Are there franchise fees? Transaction fees? Processing fees? Is there a desk/office fee? Any other fees?

What does the firm pay for?

Business cards, marketing flyers, yard signs, copies, postage, websites, email

What office equipment does the firm have available for associates to use?

Computers, Wifi, Color printer, Scanner, Copier

What transaction software does the firm use? What is the cost associated with using it?

Does the firm specialize in a particular area or type of property?

What marketing does the firm do for its agents?

Is there an in-office transaction coordinator? Is there a fee to use them? What?

Does the firm have a mentorship program?

What are the estimated “get started” costs?

Does the office provide any leads? Is there a cost? What?

How long does it take the average new agent to close a transaction?