



1. You're out on tour and a customer asks a. I heard about your Home Buying Classes. Are there any coming up and if so, when, where and who is presenting? b. I don't have a lender yet. Do you have a list of lenders you or Redfin recommends? Where can I find them? c. I have to sell my home before I can purchase a new one. I've never sold a home before. Are there any resources on the website for single family homes



5. Find the agent profile page of a Redfin agent in your neighborhood. a. How many deals(homes closed) have they done in the last two years? b. Read some of their survey (review) responses. Any that stand out? c. Do we post both good and bad surveys to Redfin.com?



6. Search for a house in your market. a. How many homes are there? b. How many are in a high end market? c. How many are in a low end market? d. How many are in a middle market? e. How many are in a luxury market? f. How many are in a starter market? g. How many are in a move up market? h. How many are in a move down market? i. How many are in a rental market? j. How many are in a commercial market? k. How many are in a mixed use market? l. How many are in a multi-family market? m. How many are in a single family market? n. How many are in a townhome market? o. How many are in a condo market? p. How many are in a townhome market? q. How many are in a condo market? r. How many are in a townhome market? s. How many are in a condo market? t. How many are in a townhome market? u. How many are in a condo market? v. How many are in a townhome market? w. How many are in a condo market? x. How many are in a townhome market? y. How many are in a condo market? z. How many are in a townhome market?



7. Search for condos and townhomes in an urban neighborhood in your market with 2 or more parking spaces. How many are there?



8. Search for any homes with pools in a zip code near you. How many are there? What search criteria did you enter to find out and where did you enter it?



9. Run a search of any kind for a zip code in your market. Using the Photos filter, review a number of Tour Insights for different listings. Make notes of any that stand out as particularly good or bad and why.



13. How many homes sold in your zip code in the last 90 days? a. What was the median Sale / List percentage in those 90 days?



On the map page, a. What are the 3 layer options? b. What does remove the outline do?



On the map page in your zip code, a. What does the gold star represent? b. What does the purple home represent? c. How are Redfin listings shown? d. Find a hot home, what does that mean?



11. Do a search and select a listing with a gold star in your market (note the MLS number of the listing you chose )b. What is the estimated value based on \$/sqft. of recent nearby solds? c. What was the most recent tax bill for the property? d. Find the loan payments calculator, how much would the payments be for a 30 year fixed loan at the current interest rate?

