



Domestic Mobility Top 10 Listing Agent Interview Questions

When you're looking to find a Listing Agent, be sure to interview them to confirm they'll be the right fit for you and listing your home. Use the questions below to help you get started.

1. How do you typically work/interact with your clients? (Independent or as part of a team? Use of an Admin?) Who will I primarily interact/communicate with?
2. Which neighborhoods do you primarily work in?
3. What's the price range of most of the homes you have sold and on average, how close to the asking price is the final sale price on homes you have sold?
4. How many homes did you list and sell last year? And how many transactions did you represent buyers on last year? (You want an agent whose primary focus and experience is on the sale/listing side. Be sure the agent doesn't represent more buyers than listings.)
5. What is your normal marketing strategy and what are the approaches you will take in marketing my home (web, print, public, etc.)?
6. How will you keep me informed? Describe your standard client communication plan including information shared, method used and how frequently.
7. What is your process for obtaining and sharing feedback from showings/open houses?
8. What are the biggest obstacles in selling my home and what is your recommendation for overcoming each?
9. What recommendations do you have to help me maximize my home's listing?
10. What services and/or professionals do you offer/partner with as part of your listing services to help me sell my home (photos, video tour, light staging, etc.)?

Additional things to consider:

- Transparency is key. This applies to both the agent and you as the homeowner.
- Agents don't know what you don't tell them; set expectations with your agent and be clear about what those expectations are.
- Selling your home is personal. That means some things that appeal to you don't appeal to the general public. You need an agent who can be honest with you and provide guidance to help you sell your home at the highest possible price.
- Select someone whose style of communication matches what you are most comfortable with.