

INTERVIEWING SELLER AGENTS

When it comes time to interview potential agents, it's important to make sure you have a good fit for your needs with a dedicated professional. Here are a few helpful aspects to consider.

Does the agent...

- Appear professional?
- Take time to listen and understand what's important to you, both in your experience and desired final result?
- Seem knowledgeable?
- Seem organized?
- Seem genuinely interested in helping you achieve your goals?
- Have any formal negotiation training?
- Respond to you in a timely manner?
- Communicate well?
- Provide straightforward and reliable information?
- Have sufficient experience?
- Work full-time in the real estate profession?
- Work for a reputable and respected brokerage?
- Seem to understand current market conditions and recent trends?
- Apply pressure, push you, or hard sell you?
- Give you a good feeling?
- Appear honest and trustworthy?
- Have connections with reliable service providers to assist if needed?
- Have experience with tricky or difficult deals?
- Have the time to give your home search enough focus?
- Have a solid strategy to find you a home under current market conditions?
- Have past client reviews or references you can speak to?

SELLER AGENT INTERVIEW QUESTIONS

Here are some helpful questions to ask any agents you are interviewing:

- What do they include in their services?
- What is their experience?
- What is their strategic approach to sell your home?
- How did they determine your home's value?
- What comparable properties and logic are they basing their recommended listing strategy on?
- What is their availability and how can they be reached?
- What are their recommendations on how to get started?
- What is their experience with difficult or tricky deals?
- Are there past references you can speak with?
- Do they have any formal negotiation training?
- Will you be communicating with the agent or another team member/assistant?
- Are they a full-time agent?
- What is the demographic of the likely potential buyers for the area and my home?