

Choose the **best agent** to sell your home

2025

REAL ESTATE AGENTS SHOULD HAVE ANSWERS TO THESE QUESTIONS

Agent Interview Questions



1. What are 3-5 reasons your process for selling my home is likely to achieve a higher price than other agents?
2. How do you minimize the negative effect of time on the market to my home's perceived value?
3. How do you motivate interested buyers to make an offer instead of continuing to look at other homes?
4. How do you determine the highest price buyers will pay for my home after they've made an offer?
5. What do you say to buyers to increase the perceived value of my home compared to other properties?
6. Do you use a for sale sign, a "coming soon" sign, or no sign in my yard, and why?
7. Do you have a strategy for minimizing the repairs buyers will request?