27 Questions To Ask A Sellers Agent

GENERAL EXPERIENCE

1. How many years have you been a licensed real estate agent?
2. How many homes have you sold in the past year?
3. What percentage of your business is dedicated to working with sellers versus buyers?
4. Do you specialize in any particular type of property (e.g., single-family homes, luxury properties, fixer-uppers)?

MARKET KNOWLEDGE

5. How well do you know the local market and neighborhoods?
6. Can you provide examples of successfully selling homes in competitive markets?
7. What strategies do you use to attract the best offers and terms for sellers?
8. What common issues do you identify and address when preparing a home for sale?
9. Can you provide advice on cost-effective upgrades or repairs to maximize a home's value?
10. Do you offer assistance or referrals for staging a home?

PREPARING THE PROPERTY

11. How do you determine the optimal listing price for a property?
12. What marketing strategies do you use to promote listings (e.g., online, print, open houses)?
13. Do you have a network of professional photographers, videographers, or marketers for showcasing properties?

MARKETING EXPERTISE

14. Can you provide examples of how you've marketed homes to stand out in a competitive market?
15. How do you keep sellers informed throughout the selling process?
16. What steps do you take to ensure critical deadlines are met?

PROCESS & COMMUNICATION

17. Can you explain your process for evaluating and negotiating offers with sellers?
18. How have you handled situations where a buyer requested significant repairs or concessions?
19. Can you share an example of how you helped a seller navigate a challenging appraisal or financing issue?
20. What steps do you take if an offer falls through to keep the sale on track?

PROBLEM SOLVING

21. What do you do differently from other agents to provide value to your seller clients?
22. Do you thoroughly explain listing and purchase contracts?
23. How do you handle reducing the price when a home is not selling?
24. Do you have additional certifications or expertise in property valuation, staging, or marketing?

VALUE & EXPERTISE

25. How do you ensure sellers are making the most profitable and informed decisions?
26. When are photos taken, and when does the sign, lockbox, and listing go live on MLS and social media?
27. What strategies do you use to handle multiple offers and ensure the seller selects the best one, not just the highest?

Ready to find the perfect seller's agent?

Let me find you the perfect agent for you using my nationwide network a fantastic agents!

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