

TELL ME MORE

Questions for Listing Agents



RE/MAX
UNITED

Keep the conversation focused on the client. Discuss their needs, past experiences, the home and their hopes. You are building a relationship to build their trust in you and your value in the selling process.

- Why are you considering selling your home?
- Share what you envision as the perfect time frame for selling your home and moving on?
- What is the most important topic you want to discuss today?
- Have you worked with a REALTOR in the past? What was your past experience with REALTORS? What do you need from your REALTOR?
- Show me your home. Point out your favorite things about the home and items you wish were different.

At this point you have a good feel for the client, their home and their needs through the listing process. As soon as you recognize and address, throughout the conversation, your client's needs, you've proven your value and built the trust needed for a successful transaction and relationship.

Potential Showing Challenges (to address at 2nd Listing Meeting)

- Do you work from home?
- Are their pets that will impact showings?
- Will children's schedules impact showings?
- Will the furnishings show well? (Agent determination/ don't ask!!)
- Any other challenges with getting people and pets out of the home for potentially several hours a day.?