

WITH SPENCER

Interviewing a Listing Agent: Questions Worth Asking

A short guide to finding the right fit before you list your home

With Spencer | Elevate Realty, LLC
St. Louis Metro - West County - St. Charles County

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Interviewing a Listing Agent

Choosing who represents your sale is one of the biggest decisions in the process — and a short conversation up front can save you a lot of guesswork later. Here are the questions that tend to reveal the most:

On marketing approach

- What does your marketing plan actually include — professional photos, video, social media, print?
- How do you get a listing in front of the most qualified buyers, not just the most views?
- How do you handle showings and feedback?

On pricing strategy

- How do you determine a listing price, and what data backs it up?
- What's your approach if the home doesn't get showings or offers in the first couple weeks?

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On communication style

- How often will I hear from you once we're live on the market?
- What's your preferred way to communicate — text, call, email?

On track record & availability

- How many listings are you currently working, and will you be our main point of contact?
- What's your experience specifically in my area or price point?
- What is your average list-to sales price ration?

On the numbers

- What's included in your commission, and is any part of it negotiable?
- How do you handle cooperating compensation?
- Are there any other costs I should expect to see on my end?

There's no single "right" answer to these — what matters is whether the answers make you feel confident and comfortable moving forward with that person.

LET'S TALK

Ready to talk it through?

**Call or text me at 314-947-3791 — happy
to walk through it with you directly.**

Spencer Argueta

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