

# Real Estate Agent Interview Questions (Probate Version)

Selling a home in probate isn't like a normal transaction. Court timelines, family dynamics, and legal requirements can derail even experienced agents. Asking the right questions protects heirs, saves time, and ensures the estate's value is preserved.



## **Protection Tip:**

*A generalist agent may be excellent at open houses but completely unprepared for probate. These questions will reveal the difference.*

## Questions

- 1 Will you take time to explain the probate process in plain English, even if it's not about selling the home?
- 2 Do you have resources that make the first steps easier, like an Executor's Checklist or Home Valuation Guides?
- 3 Can you show us how much the home is costing the estate every month it sits vacant?
- 4 Will you pressure us to fix up the home, or can you guide us on when an "as-is" sale makes more sense?
- 5 Do you have trusted connections for things like clean-outs, lawn care, or legal support?
- 6 Do you promise to guide with empathy, not just sales tactics?

## How To Use This Guide

Print these questions. When you interview agents, notice not just their answers — but how you feel while they answer. Probate real estate requires patience, compassion, and clarity more than anything else. In addition to these questions, you can ask typical experience-based questions. Avoid questions like how many homes have you sold or how do you market homes? Look for specific experience handling home in life's transitions.