



# Listing Agent Interview Questions

CERTIFIED DISTRESSED  
PROPERTY EXPERT®

Date \_\_\_\_\_ Buyer (client) \_\_\_\_\_

Target Property Address \_\_\_\_\_

Listing Agent \_\_\_\_\_ Brokerage \_\_\_\_\_

List Price \_\_\_\_\_ Prepared by \_\_\_\_\_

1. Is the listing still available? \_\_\_\_\_
2. Do you have any offers on the property? \_\_\_\_\_
3. Have the offers been executed and submitted? \_\_\_\_\_
4. How many contracts will you be submitting to the lenders? \_\_\_\_\_
5. What is the seller's hardship? \_\_\_\_\_
6. Is the seller insolvent? \_\_\_\_\_
7. Have you reviewed the seller's financials? \_\_\_\_\_
8. In what stage of foreclosure is the seller/property? \_\_\_\_\_
9. Who is/are the lenders? \_\_\_\_\_
10. Have you verified the parties on the mortgage and the deed? \_\_\_\_\_