# Property Valuer interview questions

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## What to expect

Interviews for property valuer roles typically assess a blend of technical knowledge, practical process and client management skills. Employers want to know you can produce accurate, defensible valuations and handle the pressures of deadlines and stakeholder expectations.

- **Technical:** Questions on valuation methods, comparable sales analysis, and zoning/planning rules.
- **Process:** How you conduct an inspection, research market evidence, and compile a report.
- **Behavioural:** Examples of handling difficult clients, working under pressure, or resolving ethical dilemmas.
- **Scenario:** Hypothetical situations such as discovering undisclosed defects or facing client pressure to adjust a valuation.
- **Client-facing:** Managing expectations of lenders, homeowners, and legal professionals.
- **Ethical/legal:** Understanding of compliance, independence, and giving evidence at tribunals.

The process often begins with a phone screen, followed by a one-on-one interview with a hiring manager that includes technical questions. Candidates may then complete a practical assessment, such as reviewing a case study or writing a short valuation summary. Final rounds may involve a panel with senior valuers and a meet-and-greet with the team.

## 1. Walk me through how you approach a residential valuation from initial inspection to final report.

**Why they ask**

This tests your process, attention to detail and ability to structure a valuation logically.

**How to structure your answer**

A step-by-step walk-through, covering inspection, research, analysis, and reporting.

**Example answer**

*“First, I confirm the purpose of the valuation and any specific client requirements. I then schedule an inspection, where I record the property's condition, dimensions, and features, and take photos. Back in the office, I research comparable sales using CoreLogic RP Data and Pricefinder, focusing on recent sales of similar properties in the same area. I analyse zoning and planning rules to check for any constraints. I then apply the most appropriate valuation method, usually the sales comparison approach, making adjustments for differences. Finally, I draft the report, review it for accuracy and compliance, and deliver it to the client within the agreed timeframe.”*

## 2. Tell me about a time you had to handle a difficult client who disagreed with your valuation.

**Why they ask**

This assesses your client management skills, resilience and ability to maintain professionalism.

**How to structure your answer**

STAR: Situation, Task, Action, Result.

**Example answer**

*“In a previous role, a homeowner was upset because my valuation came in lower than they expected for a refinance. I listened to their concerns and explained the comparable sales evidence and market conditions that supported my figure. I offered to walk them through the adjustments I had made and provided a written summary of my reasoning. They remained disappointed but appreciated the*

*transparency. The lender accepted the valuation, and the client later referred a friend to our firm."*

## 3. You inspect a property and notice a structural issue not disclosed by the vendor. What do you do?

**Why they ask**

This tests your judgement, ethical approach and ability to handle unexpected findings.

**How to structure your answer**

A judgement-under-pressure structure: assess, document, communicate, act.

**Example answer**

*"I would first assess the severity of the issue and document it with photos and detailed notes. I would not attempt to diagnose the cause, as that is outside my expertise. I would then inform the client or lender about the finding and recommend they obtain a specialist building report. Depending on the impact on market value, I might adjust my valuation or note the issue as a limiting condition. My priority is to provide an accurate valuation that reflects the property's true condition."*

## 4. How do you determine which comparable sales to use in a valuation?

**Why they ask**

This probes your technical knowledge and analytical approach.

**How to structure your answer**

Explain criteria and adjustments.

**Example answer**

*"I look for sales that are as similar as possible to the subject property in terms of location, size, age, condition, and features. I prefer recent sales, ideally within the last six months, and I verify the details using CoreLogic RP Data and Pricefinder. I then make adjustments for any differences, such as an extra bedroom, a larger land size, or a different renovation standard. I also consider market conditions at the time of sale and whether the sale was arm's length. The goal is to derive a market value that is well supported by evidence."*

## 5. Describe your understanding of the role of a valuer when giving evidence at a tribunal.

**Why they ask**

This checks your understanding of legal and ethical responsibilities.

**How to structure your answer**

Knowledge-based explanation with examples.

**Example answer**

*"A valuer's role in a tribunal is to provide independent, objective evidence to assist the decision-maker. I must be impartial and not advocate for either party. I prepare a written report that sets out my valuation, the evidence I relied on, and my reasoning. At the hearing, I may be questioned on my methodology and conclusions. I must answer honestly and clearly, and I must be prepared to defend my valuation while remaining open to legitimate challenges. I also ensure I comply with any relevant court or tribunal rules and my professional standards."*

## 6. How do you manage a lender's expectation when they need a valuation urgently?

**Why they ask**

This assesses your time management, communication and ability to work under pressure.

**How to structure your answer**

Process and communication.

**Example answer**

*“I first clarify the exact deadline and any flexibility. I then prioritise the task, perhaps rescheduling less urgent work. I use efficient tools like ValEx to streamline report preparation and CoreLogic RP Data for quick comparable searches. I keep the lender informed of my progress, especially if I foresee any delay. If I cannot meet the deadline, I negotiate a realistic timeframe. My aim is to deliver an accurate valuation without cutting corners, because a rushed report could be unreliable and damage trust.”*