



Real Estate.

► Speaking Questions for the Agent



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General Professional Speaking

How would you introduce yourself as a luxury real estate agent to a first-time client?

How do you explain your role and value to high-net-worth buyers?

How do you build trust in the first five minutes of a meeting?

How do you adapt your language when working with international clients?



Luxury Property Description



How do you describe a villa without using the words big, beautiful, or expensive?

How do you highlight craftsmanship and quality in a luxury home?

How would you describe a property designed by a well-known architect?

How do you present a villa that offers both comfort and prestige?

How do you describe panoramic views in a sophisticated way?



Architecture & Design Language



How do you explain a contemporary architectural style to a client?

How would you describe a seamless indoor–outdoor living concept?

How do you talk about ceiling height, natural light, and space?

How do you describe custom-made interiors?

How would you explain sustainability features in a luxury property?



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Lifestyle & Emotional Selling

How does this villa enhance the owner's lifestyle?

How would you describe the feeling a client gets when entering the property?

How do you position the villa as a private retreat?

How do you describe the experience of hosting guests in the villa?

How do you sell privacy without sounding defensive or secretive?





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How do you describe a prime location without naming famous landmarks?

How would you explain why the neighbourhood attracts elite buyers?

How do you talk about exclusivity without sounding arrogant?

How do you describe a gated or secluded estate professionally?

Location & Exclusivity





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Price, Value & Investment Language

How do you justify a premium price using value-based language?

How do you explain that luxury pricing reflects rarity and quality?

How do you discuss long-term appreciation carefully and professionally?

How do you describe a villa as a secure investment without making promises?

How do you respond when a client says, “This is very expensive”?



Client Objections & Professional Responses



How do you respond if a client compares the villa to a cheaper property?

How do you handle hesitation without applying pressure?

How do you explain that luxury is about experience, not size?

How do you redirect a price-focused conversation to lifestyle benefits?



Advanced Vocabulary & Fluency Challenges



Describe a luxury villa using only formal, high-end adjectives.

Present a villa in 3 minutes without repeating any adjective.

Describe the same villa once for a family buyer and once for an investor.

Explain why this villa is a rare opportunity.