

Pre-Listing Questionnaire

Hello _____ ! I appreciate the opportunity to discuss your upcoming home sale with you. I'd like to schedule a time to come see the house and share with you in person what sets me apart from most agents in the business. May I ask you a few questions so I can properly prepare for our meeting?

First of all, what's precipitating the desire the move?

Where are you planning to move? _____

Do you need help locating an agent for help with your new home? _____

Ideally, when do you want to move? _____

What is most important to you in terms of selling... timeframe or price? _____

Do you have any major concerns about selling?

What would you do if you couldn't sell the house?

This one might sound a bit personal, but it's crucial information that I'll need to provide you with an estimate of what profits you might expect from the sale.... Do you have a mortgage on the property currently? _____ If so, what do you currently owe? _____

Perfect! This will help me prepare for our appointment. When is the best time for me to stop by and discuss the selling process with you in more detail?

Date _____

Time _____