

SELLER COUNSELING INTERVIEW

Name: _____ Address being listed: _____

Mailing Address _____

Home # _____ Work # _____ Cell # _____

Email _____ 2nd Email address _____

Best Time to Contact _____ Prefer: Email Phone

Is there anyone we need to thank for sending us your business? _____

How did you hear about us? Source 1: _____ Source 2: _____

How many: Bedrooms _____ Bathrooms _____ Square Feet _____ Stories _____

Garages _____ Living Rooms _____ Dining Areas _____ Fireplace _____

Describe the lot: _____ Exterior _____ Outbuildings _____

Decks/Patios _____ Sprinkler System _____ Storm Cellar _____

Pool: _____ Inground Above Fenced Yard _____

Are there any covenants, restrictions, home owner dues? _____

What would you say are the best features of the home?

- _____ _____
- _____ _____
- _____ _____

When would you like for this move to happen? _____

Will you be staying in the area or moving away? _____ (If away) Where? _____

Why have you decided to move there? _____

If Staying here: Buying Bought Renting

If buying, Set up Buyer Specialist To get details If Relocating, Offer Relocation assistance

TARGET DATE: _____

Is this your personal home, rental, occupied or vacant? _____

When would be a good time for us to come out? Are days or evenings better for you? _____

Is there anyone else involved in the sale of the home? _____ Do they feel the same way? _____

Have you done any upgrades since you purchased? _____

Are you aware of any repairs that might need to be done? _____

So on a scale of 1-10 how would you rate your home? _____

How long have you owned the home? _____

Do you remember what you gave? (Purchase Price) _____

Have you had a recent appraisal/market analysis? _____ Why? _____

Do you have an idea of what think your home will sell for? _____

How did you arrive at that number? _____

Do you know what your approximate mortgage balance is? _____ 2nd _____

If necessary, are you prepared to bring money to closing? _____

Tag as possible SHORT SALE _____

On a scale of 1 to 10 how motivated are you to sell your home? _____

What would it take to get you to a 10? _____

You mentioned you have/have not had other market analysis, so did you plan on interviewing other agents? _____ (If interviewing) I would like you to make a promise to me. We are going to be putting a lot of time and effort in getting ready for our appointment, please do me a favor and don't list your home with anyone until you've heard what we have to offer that no one else can, is that okay? _____

Mr. Seller, one last question, if everything sounds good, and the price is acceptable, will you be open to putting your home on the market when we come out on _____ at _____? Y / N