

APPT DATE: _____ TIME: _____ AGENT: _____ SOURCE: _____

SELLER COUNSELING INTERVIEW

NAME: _____

ADDRESS: _____

PHONE: _____ 2ND _____

EMAIL: _____

HOW MANY: BEDROOMS: _____ BATHS: _____ SQ. FT: _____ OTHER: _____

WHAT ARE THE BEST FEATURES OF YOUR HOME? NOTES: _____

▶ _____

▶ _____

▶ _____

▶ _____

▶ _____

▶ _____

WHEN WOULD YOU LIKE TO MOVE? (*Should be 90 days or less*): _____

WHY HAVE YOU DECIDED TO SELL? _____

ARE YOU STAYING IN THE AREA? BUYING? _____

HAVE YOU DONE ANY UPGRADES? _____

ARE YOU AWARE OF ANY REPAIRS? _____

WHAT DO YOU THINK YOUR HOME WILL SELL FOR? _____

IS THAT BASED OFF A RECENT APPRAISAL OR ESTIMATE OF THE AREA (CMA)? _____

DO YOU KNOW WHAT YOUR APPROX. MORTGAGE BALANCE IS? _____

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? _____

IS THERE ANOTHER PERSON IN THE DECISION MAKING? _____ WILL THEY BE THERE? _____

SO, DO YOU PLAN ON INTERVIEWING OTHER AGENTS? _____

Great! The reason I ask is because we would like to be last. That way you can see all of the different marketing strategies other companies have and compare them with ours, would that be okay?

One last question: If everything sounds good and you feel comfortable with our home selling system, will you be ready to put your home on the market when we come out?