PRE-QUALIFYING SELLER QUESTIONAIRE

1. What is the address of the property that you would like to sell?_____

_____

2. What's your motivation for wanting to sell?_____

_____

3. Have you listed it for sale before? When? Why did it not sell?_____

_____

_____

4. Do you plan to stay local? _____
5. Have you started looking for a new home? Yes_____ No_____
6. Have you previously worked with a REALTOR to purchase?_____
7. Do you plan to use financing to secure your next property? Yes_____ No_____
8. Who currently occupies the existing property?_____
9. Do you have a price in mind?_____
10. Quickly describe your home for me:_____

_____

_____

11. Are you able to complete any repairs or items that will offer a higher return?_____

_____

12. Have you tried selling on your own? _____
13. Do you have 100% ownership of the property? _____

13. If you do not have 100% ownership….Will all the decision makers be there when I arrive?

_____

_____

14. Do you have any questions before I arrive?_____

15. (Name) If what I say makes you feel comfortable and confident that I can sell your home…Are you planning to list your home with me when I come on?_____

_____

16. The things that I will need from you are:

a) Two sets of keys for all doors

b) Seller's Disclosure Notice (filled out completely)