

SELLER(S) _____

ADDRESS _____ PHONE _____

Referred by; _____

Relationship to Seller(s): _____

Date Referred: _____ Date Contacted _____ Date Thank You Sent _____

Why are you selling? _____

How soon do you need to move? _____

What will you do if your house doesn't sell by then? _____

Where are you moving? _____

Are you talking with anyone else about selling your home? _____

Can you describe the features of your home to me?

Living SqFt _____ Garage _____ Year Built _____

Bedrooms _____ Lanai/porch _____ Lot Size _____

Baths _____ Pool/Spa _____ Roof Type _____

Fam Rm/Den _____ Ctrl Heat/Air? _____ Design/Style _____

Other features: _____

What improvements have you made to the home? _____

How much do you believe your home is worth? _____

How did you arrive at that amount? _____

Have you begun the search for your new home yet? _____

Do you need the proceeds from the sale of this home to purchase your next home? _____

Have you ever worked with a Realtor to sell a home? __Yes__ No When? _____

What was most memorable about that experience? _____

What would you change about that experience? _____

What do you expect from the real estate agent and company you hire to represent you in the sale of your home? _____

Complements of:

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