

Pre-listing Questionnaire

Seller (s) Name(s): _____

Email: _____

Street Address: _____

Home Phone: _____

Mobile Phone: _____

Appointment Date: _____

Time: _____

Location: _____

Do you have about 5 minutes so I can ask you some very important questions before I come out to meet you?

1. How did you hear about me?
2. Where are you moving?
3. What's motivating you to move there?
4. How soon do you have to be there?
5. If we sell your home in the next 30 days, will that pose a problem for you? If "yes," what would the problem be?
6. What would happen if your home did not sell?
7. How much do you want to list your home for?
8. How much do you owe on the property?
9. I'll be sending you a packet of information. Will you take a few minutes to review it before we meet?
10. Do you have any questions before we meet?
11. Will all decision-makers be there when we meet?

Just so you know, our meeting will take between _____ and _____ minutes, OK?

I look forward to meeting with you on _____ at _____.