

Seller Questionnaire

Date _____

Contact Info

Name _____

Property Address _____

Subdivision _____ County _____

Phone Number _____

Email Address _____

Birthday _____

Alarm Code _____ Gate Code _____

How did you hear about me? _____

Fwding Address _____

Additional Notes _____

Communication

Who is the primary contact and what is the best method to reach that person? Are there any times I need to avoid?

If I need to get your signature, what is the best way to handle it (online esignature, in person)?

How honest do you want me to be with you?

What can I do to make this a "5 Star" experience for you?

What are the three things you expect from your real estate agent?

Have you sold a home before?

Current Home

What do you like about your current home?

What do you dislike about your current home?

Motivation

What is prompting your move?

Where are you moving to?

How soon do you need to be there?

Are you working with an agent to find your new home?

If we sell your house in the next 30 days, would that pose a problem for you? If yes, what would that problem be?

What would happen if your house did not sell?

Describe your level of motivation to sell your house on a scale of 1 to 10.

Once you hear my marketing plan for your house, if it makes financial sense, do you plan to list your home at that time? If not, please tell me your timeframe.

What are you most concerned about in the marketing and selling process (buyer qualifications, commission, showing procedures, open house, possession, pricing, negotiations, etc.)?

Are you interviewing any other agents to list your house?

Are you considering doing a For Sale By Owner (FSBO)?

Finances

How much do you want to list your house for / do you think your house is worth?

What is the price you will not go below?

How much do you owe on the property?

Are you up-to-date on your mortgage payments?

How much do you want to net on the sale of the property?

Is there a Homeowners Association? If yes, what are your annual fees, and what do they include?

Are there any additional decision makers (someone else on the deed)?

Do you have a transferable home warranty?

Will you be receiving any corporate relocation assistance?

Do you own any other real estate?

About Your Home

What type of house is it (single family, condo, townhouse)?

How many square feet?

How many stories?

What type of foundation (slab, crawl space, basement)?

How many bedrooms?

How many bathrooms?

What year was the house built?

How many years have you owned the home?

What's special about the lot (swimming pool, cul-de-sac, wooded, etc.)?

What attracted you to the home when you purchased it?

What upgrades have you done since then to make it more attractive?

Rate your home on a scale of 1 to 10. What would make it a 10?

Showing Procedures

How do you prefer to be notified of home showings? Is Showing Time text okay or would you prefer that I call you?

How much notice do you need?

Do you wish to restrict showing hours beyond the standard 9:00 am to 8:00 pm (8:00 am to 7:00 pm DST)?

How do you wish to handle the alarm when showing? Disarm or give code to agents?

How will you handle pets during showings?

Do you wish to have flyers displayed at the street?

Do you wish to disclose information on offers received?

Condition Checklist

Is the lot level or sloped / steep?

Is the lot planted with trees or bare?

Is the landscaping professional looking or needing attention?

Is seasonal landscaping color present?

Is exterior painting needed?

Is the walkway, front door, and entry in good condition?

Is the roof in good condition?

Is interior painting or wallpapering needed?

Is the carpeting and flooring in good condition?

Is the decor neutral or personalized?

Are the appliances in good condition?

Is the house clean and well-staged?

Have there been any recent upgrades or improvements?

Is the location good?

Is the environment good (busy, noisy, pleasant, etc.)?

Is the neighborhood desirable?

Will the house be shown vacant?