

Pre-Listing Interview

1. Name: _____ Date: _____
2. Address: _____
Mailing Address: _____
3. Marital Status: _____
4. Other Decision Makers: _____
5. Home Phone: _____ Business Phone: _____ Cell Phone: _____
Fax: _____ E-Mail: _____
6. Why are you selling/When do you need to move? _____
7. Could you describe your house for me? _____
Lot Size: _____ Square Feet: _____ BR _____ BTH _____ Basement - yes/no Finished _____
8. How long have you owned your home? _____
9. What sold you on your home? What features did you like: _____

10. Have you done any updating to the home since you bought it? _____

Permits? _____
Any updating you'd do if you stayed another 5 years? _____
Pretend to be the buyer. On a scale of 1-10, how would you rate its condition? (model home=10 / scraper=1) _____
Have their been any pets in the property? _____ Smokers? _____
11. What are you going to be asking for the property? _____
12. What do you owe on the property? 1st _____ 2nd _____ 3rd _____
Are you current on all payments? _____ Recent Appraisal ? _____
13. What are 3 things you are looking for in a Realtor? _____
14. Are there any other Brokers you will be interviewing for this job? When are they going to be interviewed?
 - a. When _____ Name: _____ Company: _____
 - b. When _____ Name: _____ Company: _____
 - c. When _____ Name: _____ Company: _____
15. Have you considered going For Sale BY Owner? _____
16. How did you get my name? _____

