

SELLER QUESTIONNAIRE

REASON FOR SELLING _____

WHEN ARE YOU LOOKING TO SELL: DATE: ASAP IN A FEW MONTHS 1 YEAR

ARE YOU ALSO LOOKING TO BUY A HOME? YES NO UNSURE

WHEN DID YOU PURCHASE THE HOME? _____ ESTIMATED HOME VALUE _____

WHAT LISTING PRICE ARE YOU THINKING? _____

DO YOU CURRENTLY HAVE A MORTGAGE ON THE HOME? YES NO

ARE YOU UP-TO-DATE ON MORTGAGE PAYMENTS? YES NO

AMOUNT LEFT ON MORTGAGE: _____ MONTHLY PAYMENT: _____

NAME OF LENDER/SERVICER: _____

IF LIVING IN THE HOME, WHAT DAYS AND TIMES ARE AVAILABLE FOR AGENTS TO SHOW THE HOME TO PROSPECTIVE BUYERS?

MONDAY _____ MONDAY _____

TUESDAY _____ TUESDAY _____

WEDNESDAY _____ WEDNESDAY _____

THURSDAY _____ THURSDAY _____

FRIDAY _____ FRIDAY _____

SATURDAY _____ SATURDAY _____

SUNDAY _____ SUNDAY _____

getting to know you
SELLER QUESTIONNAIRE

NAME: _____ CO-OWNER NAME: _____

PHONE: _____ PHONE: _____

EMAIL: _____ EMAIL: _____

ADDRESS: _____ ADDRESS: _____

PREFERRED CONTACT METHOD: CALL TEXT EMAIL

BEST TIME TO CONTACT: MORNINGS AFTERNOONS EVENINGS WEEKENDS

THIS PROPERTY IS: PRIMARY RESIDENCE VACATION HOME INVESTMENT RENTAL

IF RENTAL IS THIS PROPERTY OCCUPIED? YES NO MONTHLY RENT RECEIVED: _____

HOME TYPE: SINGLE FAMILY DUPLEX CONDO MOBILE HOME TOWNHOUSE

HOME STYLE: NEW CONSTRUCTION FIXER UPPER CRAFTSMAN VICTORIAN

CAPE COD BUNCH MODERN CONTEMPORARY OTHER: _____

LOT SIZE: _____ YEAR BUILT: _____

OF BEDROOMS: _____ # OF BATHROOMS: _____ SQ. FT.: _____

IS HOME PART OF A HOMEOWNERS ASSOCIATION? YES NO

HOA AMOUNT: _____ DUE: MONTHLY QUARTERLY ANNUALLY

NEW FEATURES: _____ TOP FEATURES: _____

1. _____ 1. _____

2. _____ 2. _____

3. _____ 3. _____

4. _____ 4. _____

Making a solid impression on a seller is key in gaining their future business. Whether people are ready to sell now or in a year, have them fill out this form so they know you are the agent for the job.

WHAT'S INCLUDED:

Pages 2-3: All the questions you need to get to know your sellers better.

DIRECTIONS:

Option 1:

Print out these pages and use them to guide you through an in-person Q&A with your current or prospective clients.

Option 2:

Let them fill out their answers at the start of an appointment and refer to them as the meeting continues.

Option 3:

For a virtual meeting, delete this first page of instructions and email this file to your clients. They can fill out the pages and email them back so that you can all discuss later.



For more free printables and resources, VISIT [REMINDERMEDIA.COM/PRINTABLES](https://www.remindermedia.com/printables)

getting to know you

SELLER QUESTIONNAIRE

hello

NAME: CO-OWNER NAME:
PHONE: PHONE:
EMAIL: EMAIL:
ADDRESS: ADDRESS:

PREFERRED CONTACT METHOD: CALL TEXT EMAIL
BEST TIME TO CONTACT: MORNINGS AFTERNOONS EVENINGS WEEKENDS

THIS PROPERTY IS: PRIMARY RESIDENCE VACATION HOME INVESTMENT RENTAL
IF RENTAL, IS THIS PROPERTY OCCUPIED? YES NO MONTHLY RENT RECEIVED:
HOME TYPE: SINGLE FAMILY DUPLEX CONDO MOBILE HOME TOWNHOUSE
HOME STYLE: NEW CONSTRUCTION FIXER UPPER CRAFTSMAN VICTORIAN
 CAPE COD RANCH MODERN CONTEMPORARY OTHER:

LOT SIZE: YEAR BUILT:
OF BEDROOMS: # OF BATHROOMS: SQ. FT.:

IS HOME PART OF A HOMEOWNER'S ASSOCIATION?: YES NO

HOA AMOUNT: DUE: MONTHLY QUARTERLY ANNUALLY

NEW FEATURES: TOP FEATURES:
1. 1.
2. 2.
3. 3.
4. 4.

all about your property

finances

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ARE YOU ALSO LOOKING TO BUY A HOME? YES NO UNSURE:

WHEN DID YOU PURCHASE THE HOME? ESTIMATED HOME VALUE:

WHAT LISTING PRICE ARE YOU THINKING?

DO YOU CURRENTLY HAVE A MORTGAGE ON THE HOME? YES NO

ARE YOU UP-TO-DATE ON MORTGAGE PAYMENTS? YES NO

AMOUNT LEFT ON MORTGAGE: MONTHLY PAYMENT:

NAME OF LENDER/SERVICER:

availability

IF LIVING IN THE HOME, WHAT DAYS AND TIMES ARE AVAILABLE FOR AGENTS TO SHOW THE HOME TO PROSPECTIVE BUYERS?

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

SUNDAY

WHAT DAYS AND TIMES WOULD BE THE BEST TO DO AN OPEN HOUSE AT THE PROPERTY?

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

SUNDAY



IT PAYS TO BE REMEMBERED.

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