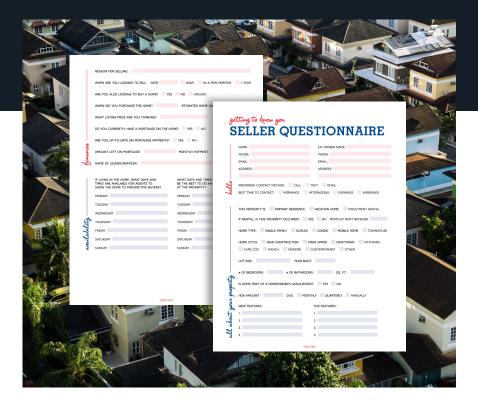
SELLER QUESTIONNAIRE



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. getting to know you

SELLER QUESTIONNAIRE

	NAME:	CO-OWNER NAME:
	PHONE:	PHONE:
	EMAIL:	EMAIL:
	ADDRESS:	ADDRESS:
3	PREFERRED CONTACT METHOD: CALL TE	EXT EMAIL
hel	BEST TIME TO CONTACT: MORNINGS AFT	TERNOONS 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		
	HOME STYLE: NEW CONSTRUCTION FIXE	ER UPPER CRAFTSMAN VICTORIAN
	CAPE COD RANCH MODERN CO	ONTEMPORARY OTHER:
	LOT SIZE: YEAR BUILT:	
	# OF BEDROOMS: # OF BATHROOMS	: SQ. FT.:
operty	IS HOME PART OF A HOMEOWNER'S ASSOCIATION?: YES NO	
dord r	HOA AMOUNT: DUE: MONTH	LY QUARTERLY ANNUALLY
about your	NEW FEATURES:	TOP FEATURES:
13	1.	1.
rog Tog	2.	2.
1 2	3.	3.
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	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?	WHAT DAYS AND TIMES WOULD BE THE BEST TO DO AN OPEN HOUSE AT THE PROPERTY?	
	MONDAY	MONDAY	
	TUESDAY	TUESDAY	
	WEDNESDAY	WEDNESDAY	
2	THURSDAY	THURSDAY	
	FRIDAY	FRIDAY	
	SATURDAY	SATURDAY	

SUNDAY

SUNDAY



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