

Sellers' Interview

Name: _____

Address: _____

Mailing Address: _____

Marital Status: _____

Other Decision Makers: _____

Home Phone: _____ **Business Phone:** _____

Fax: _____ **E-Mail:** _____

Why are you selling? _____

Type of House: _____ **Lot Size:** _____

Square Feet: _____ **Basement Included:** _____ yes _____ no

How long have you owned your home? _____

What sold you on your home? What features did you like: _____

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

What are you going to be asking for the property? _____

What do you owe on the property? _____ **2nd.?** _____

What are 3 things you are looking for in a Realtor?

Are there any other Brokers you will be interviewing for this job? When are they going to be interviewed?

When _____ **Name:** _____ **Company:** _____

When _____ **Name:** _____ **Company:** _____

When _____ **Name:** _____ **Company:** _____

Have you considered going For Sale BY Owner? _____

How did you get my name? _____

Set Appointment: Day: _____ **Time:** _____

Explain what happens next.

Follow-Up Package Mailed? _____ **Hand Delivered?** _____ **Date:** _____

Follow-Up Phone Call: Date: _____ **On Calendar?**

Prepare CMA: Date: _____ **Scheduled?**