

Pre-Listing Seller Interview Questions

Allison D. Mooney, CRS, GRI

Seller(s) Name: _____

Address: _____

Phones: (h) _____ (w) _____

(fax) _____

E-Mail: _____

1. What caused you to call our company?
 - a. Did someone refer you?
2. How long have you lived in your current home?
 - a. Why is it you need to move at this time?
3. Tell me about your current home:
 - a. Bedrooms?
 - b. Bathrooms?
 - c. Family or recreation rooms?
 - d. Dining room?
 - e. Garage? Size? Attached or detached?
 - f. Approximate square footage?
 - g. Other?
4. How would you rate the condition of your home? Average/above average?
Average/below average?
5. How familiar are you with recent sales in and around your community?
6. Please, share with me any estimates you have on the value of your home.
7. Do you have a copy of your mortgage information? Deed? Survey? Tax Bill?
Association or covenants documents? Utility bill information?
8. Do you have any seasonal photographs of your house?
9. Please tell me about home improvements that you have recently completed.
10. Do you have brochures, warranties, etc. on your major systems and appliances?
11. Before our appointment please prepare a list of things that you have enjoyed
about the property.
12. Will you be interviewing other real estate agents? Who? When?
13. Will all parties that have ownership in the property be available for our
appointment?
14. Have you had any recent "appraisals" on the property? What type? Purpose?
15. Where are you planning on moving when your property sells?

It's worth a thought: "If you don't take the time to do it right the first time, when will you have
the time to do it over?" - Mom

