

## PREQUALIFYING: Listing Appointment

CONFIRM TIME AND DATE AND AGENT ATTENDING:

Does that time still work for you? Great!

Do you have a few minutes for some questions so that <agent> is fully prepared for the meeting?

1. Why are you moving?
2. Where are you moving to?
3. How soon do you need to be there?
4. Do you need the proceeds from this sale to buy your next home?
5. If we sell your home in the next 30 days, would that pose a problem for you?
6. What would happen if your home does not sell in the next 90 days?
7. Will you be receiving any corporate relocation assistance?
8. On a scale of 1 to 10, 10 being extremely urgent, how motivated are you to sell your house in the next 90 days
9. Tell me about your house. Have you done any updates or work on it since you've owned it?
10. Do you have a copy of any builder plans or a list of upgrades you can send us prior the appointment?
11. How would you rate your house? On a scale of 1-10, 1 being tear-down and 10 being brand new with all the bells and whistles.
12. What do you think needs to be done to the house to make it a 10?
13. How many stories is your house?
14. How many bedrooms does it have? Owner Suite on main level?
15. How many bathrooms?
16. How many years have you owned the house?
17. Does it have a pool? Y / N
18. Is it in a propane district? Y / N
19. What do you think your home would sell for?
20. The tax records show your home assessed at \$ \_\_\_\_\_ and the Zestimate is \$ \_\_\_\_\_
  - a. Do you think it is worth MORE or LESS? Why? What is different?
21. Do you have a mortgage? (So we can plug them into your spreadsheet to evaluate your NET proceeds)
  - a. How much do you owe?
    - i. Do you have any other liens?
    - ii. What is the balance?
    - iii. Do you escrow your taxes & insurance?
    - iv. Are you current on tax payments? Y / N
    - v. Are you current on mortgage payments? Y / N
22. Do you own other real estate? Y / N
23. Is this your first time selling a home? Y/N



- 24. Are you the sole owner of the house? Y / N
- 25. Will all the decision makers be there or is there someone else Clay should speak with, too?
- 26. What are the three things you expect from your Realtor?
  - 1. \_\_\_\_\_
  - 2. \_\_\_\_\_
  - 3. \_\_\_\_\_
- 27. You're not setting appointments with any other Realtors, are you?  
Really...With whom and when?
- 28. Do you have any additional questions?
- 29. If what Clay has to say makes sense and you feel comfortable and confident that we can sell your home, are you planning to list your home with us when we see you (sign the paperwork)?
  - a. How may we turn that maybe into a yes?