



## PRE-LISTING QUESTIONNAIRE

### CLIENT

Name

Phone Number

Birthday

Email

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Name

Phone Number

Birthday

Email

Address:

### NEEDS & OBJECTIVES

Why are you selling your home?

What is your ideal timeframe for selling/moving?

What is the earliest and latest date you prefer to close escrow and move out?

Earliest Date:

Latest Date:

Address you are moving to:

Address:

City:

State:

Have you already ☐ rented or ☐ purchased the home you are moving to?

☐ Y ☐ N

Do you need assistance finding temporary housing if your home sells quickly?

☐ Y ☐ N

Are there any concerns about your home selling too quickly?

☐ Y ☐ N

Are you working with a REALTOR for your next residence?

☐ Y ☐ N

Are you working with any other REALTORS in the sale of your current home?

☐ Y ☐ N

## NEEDS & OBJECTIVES

Do you have any special requirements or concerns about the sale process?

- ☐ Hours of the day the home cannot be shown to buyers
- ☐ Pets Stress & Safety
- ☐ Children Stress & Safety
- ☐ Armed Security Alarm System
- ☐ HOA restrictions regarding For Sale Signs
- ☐ Legal: ☐ Pending Divorce ☐ Pending Bankruptcy ☐ HOA issues
- ☐ Timeframe Requirements
- ☐ Other

Please explain:

Have you sold a home before? ☐ Y ☐ N If so, how was your experience?

Have you had any appraisals or evaluations of your home recently?

☐ Y ☐ N

How much notice do you need before a showing?

Will you need help with moving or storage during the transition?

☐ Y ☐ N

## HOME FACTS & FIGURES

How long have you owned this home?

How many square feet is the home (*living area*)?

Square Feet

How many bedrooms (*with a closet*) does the home have?

(1) (2) (3) (4) (5) (6) (7) (8) (9)

How many office rooms (*usu. no closet*) does the home have?

(1) (2) (3) (4) (5) (6) (7) (8) (9)

How many bathrooms (*with a tub*) are there?

(1) (2) (3) (4) (5) (6) (7) (8) (9)

How many bathrooms (*with a shower, sink, toilet - no tub*)?

(1) (2) (3) (4) (5) (6) (7) (8) (9)

How many bathrooms (with a sink and toilet only) are there?

(1) (2) (3) (4) (5) (6) (7) (8) (9)

Does the home have a ☐ basement or ☐ usable attic?

Are there any additions or renovations that have been done to the home?

Please explain:

What is the lot size of the property?

Square Feet

Does the home have any energy-efficient features? ☐ solar panels ☐ insulation upgrades ☐ Other

Are the windows ☐ double-pane or ☐ energy-efficient?

☐ Y ☐ N

How many fireplaces are in the home? (0) (1) (2) (3) (4) (5) (6)

☐ gas or ☐ wood-burning?

What type of roof does the home have?

Are there any known issues with plumbing, electrical, or HVAC systems?

☐ Y ☐ N

What systems will be included with the sale of the home?

☐ R/O System ☐ Water Softener ☐ Built-In Surround Sound ☐ Smart Home Touchscreens

☐ Central Vac ☐ Security System ☐ Intercom ☐ Other:

Have you had the home inspected in the past 5 years?

☐ Y ☐ N

Are there any transferable warranties for appliances, roofing, or other home features?

☐ Y ☐ N

What is the name of your HOA, if applicable?

Are there any current or pending special assessments or liens on the property?

☐ Y ☐ N

Have you had the home inspected in the past 5 years?

☐ Y ☐ N

What material are the countertops?

What color are the metal finishes in the home?

What appliances, finishes & features the home have?

☐ Professionally Interior Designed

☐ Chef's Range

☐ Elevator

☐ Designer Appliances

☐ Potfiller

☐ Mood lighting

☐ Designer Finishes

☐ Freestanding Icemaker

☐ Pool

☐ Professional Grade Appliances

☐ Home Bar

☐ Spa

☐ Other:

☐ Sauna

☐ Iron Door

### FAVORITE ASPECTS OF THE HOME

What are your favorite features of the home?

What updates or improvements have you made to the home?

What will you miss most about living here?

Are there any custom or unique design elements you love about the home?

Does the home have any interesting or historic value?

What is your favorite room in the house and why?

Is there anything unique about the home's architecture or design?

## NEIGHBORHOOD & COMMUNITY

How would you describe the overall neighborhood atmosphere?

Are there any events, clubs or activities that make the neighborhood special?

What are the most popular attractions or amenities nearby?

What is the nearest grocery store, pharmacy, or other essentials?

Are there any parks, trails, or recreational areas within walking distance?

How are the schools in the area? Are there any notable schools nearby?

How is the neighborhood for commuting (access to major highways, etc.)?

What are the HOA community amenities?

What are your favorite local restaurants or shops?

How would you describe your neighbors? Are they friendly, quiet, active, etc.?

Is the neighborhood known for being:

☐ family-friendly, or more suited to ☐ professionals or ☐ retirees?

How is the safety in the neighborhood, neighborhood watch programs or security features?

Are there any planned developments or construction nearby?

Are there any unique aspects about the neighborhood that buyers should know about?

Are there any restrictions or covenants in the neighborhood that potential buyers should know?

## SELLER'S CONCERNS & EXPECTATIONS

Are there any potential concerns about the home's condition that you think buyers should be aware of?

What would you like to avoid in the home-selling process?

Are there any repairs or updates that you feel need to be done before listing the home?

Are there any specific terms or conditions you would like to include in the sale contract?

## MARKETING & PRESENTATION

Are there any areas of the home that you think should be highlighted in marketing materials?

Are you open to home staging or decluttering advice to make the home more marketable?

Are you agreeable to your home being featured online on real estate websites?

What would you like to emphasize about your home that may set it apart from other listings?

Are you agreeable to having a REALTOR lockbox

What hours of the day shall I program the Lockbox to be inactivated as "Do Not Disturb"

Has the home been listed for sale in the past year? If so, when and at what price?

☐ Y ☐ N

Listed Date

Price

Please explain the outcome:

Have you had any feedback from potential buyers or agents in the past?

## CLOSING AND TRANSACTION DETAILS

Are you familiar with the closing process, or would you like a detailed consultation?

## ALL IN THE FAMILY

Please list everyone who lives in your home and their favorite snack!

NAME

Name

Favorite Snack

Birthday

NAME

Name

Favorite Snack

Birthday

NAME

Name

Favorite Snack

Birthday

NAME

Name

Favorite Snack

Birthday

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Birthday

## SAM KELLEY CONTACT INFO

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