

Pre-Listing Interview



1. Name _____
2. Property Address _____
Mailing Address _____
3. Owners/decision Makers _____
Phone (H) _____ (B) _____ (C) _____
Fax _____ Email _____
4. Why are you selling? _____

5. When do you need to move? _____
6. Could you describe your home for me? _____
Beds _____ Baths _____ Sq Ft. _____ Basement (Y/N) _____
Style _____ Lot Size _____ Cul-de-sac (Y/N) _____
7. How long have you owned your home? _____
8. What sold you on your home when you bought it? What features did you like? _____

9. Have you done any updating to your home since you bought it? _____

10. If you were to stay in your home another 5 years, is there anything you would do to it? _____



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11. For a moment pretend to be a buyer and look at your home through “Buyer’s Eyes.” On a scale of 1 to 10, how would you rate its condition? (Model home = 10; Scrapper = 1) _____

12. What are you going to be asking for the property? _____
Have you had a recent appraisal? Yes No
Have you recently refinanced? Yes No

13. Do you own your property free and clear or do you have a loan? _____
Do you happen to know the approximate balance? _____

14. Name of HOA _____

15. What are three things you are looking for in a realtor? _____

16. Have you sold property before? Yes No

17. Is there anything else I should know about your home? _____

18. Do you have any question for me? Yes No

19. What happens next: One Call _____ Two Call _____ Prelisting Packet _____

20. Set Appointment: Day _____ Time _____ Place _____

