

Pre-Listing Interview

1. Name: _____
2. Property Address: _____
Mailing Address: _____
3. Owners/Decision Makers: _____
4. Phones: (H) _____ (B) _____ (C) _____
Fax: _____ Email: _____
5. Why are you selling? _____
6. When do you need to move? _____
7. Could you describe your house for me? _____
Beds ___ Baths ___ Sq. Ft. _____ Style ___ Lot Size ___ Bsmt? ___
8. How long have you owned your home? _____
9. What sold you on your home when you bought it? What features did you like?

10. Have you done any updating to the home since you bought it? _____
11. What are you going to be asking for the property? _____
Have you had a recent appraisal? ___ Have you recently refinanced? ___
12. What do you owe on the property? 1st _____ 2nd _____ Other _____
13. What are 3 things you are looking for in a Realtor?

14. Are you interviewing any other brokers for this job? When are they being interviewed?
Name _____ Company _____ Time _____
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Name _____ Company _____ Time _____
15. Have you considered going for sale by owner? _____
16. How did you get my name? _____
17. Explain what happens next: One Call ___ Two Call ___ Prelisting Packet _____
18. Set appointment: Day _____ Time _____ Place _____