

Pre-Listing Questionnaire

Contact Information

Seller's Name(s): _____

Property Address: _____

Mailing Address (if different): _____

Decision Makers for the Transaction: _____

Phone Number(s) and Best Contact Information: _____

Seller's Motivation & Timeline

What is your motivation for selling? _____

What is your ideal timeline? When do you need to move? _____

Property Details

Home description (beds, baths, sq. ft., style, lot size, basement, etc.): _____

How long have you owned the home? _____

What sold you on the home when you bought it? _____

Have you completed any renovations or upgrades? _____

If you were to stay another 5 years, would you make any changes? _____

Pretend you are a buyer—how would you rate the home's condition? _____

Pricing & Ownership

Do you have a preferred asking price? _____

Have you had a recent appraisal? _____

Do you have clear title to the property? _____

Expectations & Preferences

What are the top three things you are looking for in an agent? _____

Are you interviewing any other agents? _____

Is there anything else I should know about you, your home, or your situation? _____

Do you have any questions for me? _____

Next Steps

Confirm appointment (day/time/place): _____