

Pre-Listing Interview

“If it is alright with you, I would like to ask you a few questions and then set up a time for us to get together. These questions are to help me prepare for our meeting and should take about 10 minutes. Is this an okay time with you?”

1. Name _____

2. Property Address _____

Mailing Address _____

3. Owners/Decision Makers _____

Phones: (H) _____ (B) _____ (C) _____

Fax _____ email _____

4. Why are you selling? _____

5. When do you need to move? _____

6. Could you describe your house for me? _____

Beds ____ Baths ____ Sq. Ft. _____ Style ____ Lot Size ____ Bsmt? ____

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 the 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?

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

What would it take for your house to be a 10? _____

12. What are you going to be asking for the property? _____

Have you had a recent appraisal? _____ Have you recently refinanced? _____

13. Do you own your property free and clear or do you have a loan?

- Do you happen to know the approximate balance? _____

14. What are 3 things you are looking for in a Realtor?

- _____
- _____
- _____

15. Are you interviewing any other brokers for this job? When are they being
interviewed?

16. Have you considered going for sale by owner? _____

17. Have you sold a property before? _____

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

19. Do you have any questions for me?

20. Explain what happens next: (One Step ____ Two Step ____)

21. Explain Prelisting Packet Delivery before the appointment.

22. Set appointment: Day _____ Time _____ Place _____