



Seller Profile

DATE: _____ SOURCE _____

NAME: _____

PROPERTY ADDRESS: _____

MAILING ADDRESS: _____

HOME PHONE: _____ EMAIL: _____

HIS WORK: _____ HER WORK: _____

OFFICE: _____ OFFICE: _____

CELL PHONE: _____ CELL PHONE: _____

Special instructions: _____



May I ask what made you call me and my company? _____

ASK: Are you currently viewing homes with any Realtors? (Yes/No)

If yes, was it an ERA American Real Estate Agent? (Yes/No)

If with another company, who? _____

ASK: Have you signed any agreements with another agency? (Yes/No)

Proceed to get the appointment if no agreement was signed

PROPERTY INFORMATION

Bedrooms: _____ Bathrooms: _____ Square Feet: _____ Age: _____ Construction: _____

Flooring: _____ Bathrooms: _____

Garage: _____ Lot Size: _____ Pool: _____ Type: _____

Fireplace: _____ Screen Porch: _____ Workshop/Shed: _____

Appliances: _____

Fencing: _____ Type: _____

Sprinkler System: _____ Lawn Pump: _____

Condition: _____

Any Special Features: _____

Notes: _____



Seller Questionnaire

Why are you selling/moving? _____

What is the ideal time frame for you to move/sell? _____

How long have you lived in your present home? _____

How long has it been vacant? _____

What major improvements have been made to your home? _____

When were these improvements made? _____

What is the most important to you in the sale of your home? Pricing or Timing

What would it do to your plans if your house does not sell by: _____. In other words, would you be more likely to adjust the price or give it more time? _____

What do you think it a fair price for your home? _____

How did you arrive at that price? _____

How do you feel about paying closing costs for the buyer? _____

Do you have any concerns about buying and/or selling a house? _____

What are you looking for in your Realtor? _____

What do you expect your Realtor to do to sell your home? _____

How often do you expect to hear from your Realtor during the listing period? _____

Additional Notes: _____
