



## Pre-Listing Questionnaire

Seller Name(s): \_\_\_\_\_

Property Address: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Cell Phone(s): \_\_\_\_\_

Emails: \_\_\_\_\_

1. Why are you moving?
2. When your home sells, where will you be moving?
3. By what date would you like to move?
4. How much were you planning to ask for your home? (I will be preparing a comparative market analysis to help you understand the trends in your specific market, but we would like to know what your expectations are prior to having seen this information.)
5. What are you looking for in a real estate agent?
6. Will both you and your spouse be present for our appointment?
7. If what I say makes sense, and you feel comfortable with what is presented at the appointment, are you in a position to sign a listing agreement and get started right away?



8. How much notice will you need before a showing of your property?

9. Have you appealed your home value for property tax purposes?

10. Please list some notable features and/or upgrades to your property that you'd like us to mention in the listing we prepare:

