



CONTACT INFORMATION

NAME(S) PHONE (CELL) WORK  
STREET CITY, STATE, ZIP  
EMAIL

ABOUT THE HOME

COULD YOU TELL ME A LITTLE ABOUT YOUR HOME? BEDS \_\_\_\_ BATHS \_\_\_\_ YEAR BUILT \_\_\_\_  
SQFT \_\_\_\_ LOT \_\_\_\_  
BASEMENT  YES  NO  
FINISHED?  YES  NO  
WHEN DO YOU NEED TO MOVE?  
HOW LONG HAVE YOU OWNED YOUR HOME? WHY ARE YOU SELLING?  
WHAT DO YOU BELIEVE ARE YOUR HOME'S STRONGEST SELLING FEATURES:  
HAVE YOU MADE ANY CHANGES OR IMPROVEMENTS?  
IF YOU WERE TO STAY IN YOUR HOME, WOULD YOU MAKE ANY CHANGES OR IMPROVEMENTS?

*(Applies only if deficiencies exist that affect the value of the property.)*  
DO YOU WANT TO PRICE YOUR HOUSE WITH IT'S CURRENT \_\_\_\_\_, OR WITH (REPAIRS/IMPROVEMENTS)?  
DO YOU HAVE AN ASKING PRICE IN MIND? HAVE YOU HAD A RECENT APPRAISAL?  
 NO  YES \_\_\_\_ / \_\_\_\_ / \_\_\_\_

MARKET KNOWLEDGE — CONCERNS

HAVE YOU SOLD A HOME BEFORE? TELL ME ABOUT YOUR EXPERIENCES WITH YOUR LAST SELL? WHAT DID YOU LIKE ABOUT THE PROCESS, WHAT WOULD YOU CHANGE?  
 YES \_\_\_\_ / \_\_\_\_ / \_\_\_\_  
 NO  
DO YOU HAVE ANY CONCERNS ABOUT SELLING?  
 CURRENT MARKET CONDITIONS  FINANCIAL IMPLICATIONS  FINDING THE RIGHT AGENT  SALABILITY/CONDITION OF HOME  HOME VALUE  
 FEELING SECURE  NEGOTIATING AN OFFER  TIMING SELL/BUY  OTHER:  
WHAT 3 THINGS ARE YOU LOOKING FOR IN AN AGENT? 1. 2. 3.

URGENCY

HOW SOON WOULD YOU LIKE TO BE MOVED AND SETTLED? CLOSING DATE ON THIS HOUSE? UNDER CONTRACT DATE? 1ST DAY ON THE MARKET?  
\_\_\_\_ / \_\_\_\_ / \_\_\_\_  
WHAT WOULD HAPPEN IF YOUR HOME DOESN'T SELL BY THEN?  
IF YOU COULD WAVE A MAGIC WAND, AND HAVE THIS SALE GO JUST THE WAY YOU WANT IT, WHAT WOULD THAT LOOK LIKE?

**AFTER WALK-THROUGH**

HAVE YOU HAD A CHANCE TO REVIEW THE PACKAGE OF INFORMATION I DROPPED OFF?

DO YOU HAVE ANY QUESTIONS REGARDING THE PACKAGE?

BASED ON THE INFORMATION IN THE PACKAGE, DO YOU FEEL WE ARE QUALIFIED TO MARKET YOUR HOME?

WOULD YOU LIKE ME TO HANDLE THE SALE FOR YOU?

WHAT ARE THE KEY THINGS YOU FEEL LIKE YOU NEED TO KNOW IN ORDER TO MOVE FORWARD WITH SELLING YOUR HOME?

IS THERE ANYTHING ELSE?

1.

1.

2.

2.

3.

3.

WE WILL MAKE SURE TO COVER ALL THESE QUESTIONS BEFORE WE'RE DONE HERE IN A BIT.

**YOU KNOW, ONE OF THREE THINGS WILL HAPPEN HERE:**

1. After we've answered your questions, you may decide to hire me.
2. You may decide I'm not the right fit for you, and may choose not to hire us.
3. If I feel I can't help you achieve your objectives, I have the responsibility to tell you that and not take your listing. It wouldn't be right for me to take your listing knowing down deep inside that I can't help you.

SHALL WE PROCEED AND SEE WHERE WE ARE?

**PRICING**

MY MISSION IS TO GET YOU TO \_\_\_\_\_ ON TIME. WOULD YOU LIKE TO SEE YOUR ODDS?

*Show: The Pond, Odds of Selling, Buying Patterns, Scattergram*

ARE YOU WILLING TO SELL YOUR HOME AT FAIR MARKET VALUE?

WOULD YOU LIKE TO SEE HOW OTHER BUYERS AND SELLERS HAVE DETERMINED FAIR MARKET VALUE IN YOUR NEIGHBORHOOD/AREA?

Fair market value is determined by what buyers are willing to pay given their choices, and what sellers are willing to sell for, given their choices and the competition.

BUYERS COMPARE PROPERTIES BASED ON:

- (A) Location    (B) Price    (C) Style/Size    (D) Condition, Features and Amenities

BASED ON CURRENT MARKET CONDITIONS WHERE DO YOU THINK YOU SHOULD PRICE YOUR HOME IN ORDER TO GET YOU TO \_\_\_\_\_ ON TIME.

DO YOU THINK THAT PRICE WILL GET YOU THERE ON TIME? IF NOT, WHAT'S YOUR PLAN B?

IF WE GET TO \_\_\_\_\_ AND YOUR HOUSE ISN'T SOLD, WHAT WILL YOU DO?

IF WE GOT AN OFFER ON YOUR HOUSE FOR \_\_\_\_\_ TODAY, WHAT WOULD YOU DO?

IF WE FIND A BUYER FOR YOUR HOUSE IN THE NEXT 72 HOURS, ARE YOU GOING TO BE OKAY WITH THAT?  
(Even if it's the first person who looks at your house?)

Bedroom

- Bedroom on Main
- In-Law Suite/Apt
- Master on Main
- Roommate Floorplan
- Sitting Room
- Split Bedroom Plan
- Other

Notes:

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Master Bath

- None
- Bidet
- Double Vanity
- Garden Tub
- Sep His/Hers
- Sep Tub/Shower
- Shower Only
- Skylights
- Tub Only
- Tub/Shower Combo
- Vaulted Ceilings
- Whirlpool Tub
- Other

Notes:

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Interior

- 9'+ Ceiling Main
- 9'+ Ceiling Upper
- 9'+ Ceiling Lower
- 10'+ Ceiling Main
- 10'+ Ceiling Upper
- 10'+ Ceiling Lower
- 2-Story Foyer
- Bookcases
- Cathedral Ceiling
- Disp Attic Stairs
- Double Vanity Other
- Elevator
- Entrance Foyer
- Exposed Beams
- Fire Sprinklers
- Hardwood Floors
- His/Her Closets
- LPV Flooring
- Rear Staircase
- Sauna
- Skylights
- Trey Ceilings
- Walk-in Closets
- Wall/Wall Carpet
- Woodflooring
- Wet Bar

Notes:

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Kitchen

- Breakfast Area
- Breakfast Bar
- Breakfast Room
- Cabinets Other
- Cabinets Stain
- Cabinets White
- Counter - Granite/Stone
- Counter - Laminate
- Counter - Quartz
- Counter - Tile
- Counter - Other
- Island
- Keeping Room
- Pantry
- Pantry-Walk-in
- Second Kitchen
- View to Family Room
- Wine Rack
- Other

Notes:

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Appliances

- Alarm - Security
- Alarm - Smoke/Fire
- Alarm - Carbon Monoxide
- Central Vacuum
- Convection Oven
- Cooktop Separate
- Dishwasher
- Double Ovens
- Dryer
- Electric Oven/Range/Cooktop
- Electric Water Heater
- Electric Air Filter
- Energy Star Appliances
- Garbage Disposal
- Gas Oven/Range/Cooktop
- Gas Water Heater
- Generator
- Icemaker Line
- Indoor Grill
- Intercom/Radio
- Microwave
- Oven, Wall
- Range/Oven
- Refrigerator
- Security System
- Self-Clean Oven
- Smoke/Fire Alarm
- Tankless Water Heater
- Trash Compactor
- Washer
- Water Softner

Notes:

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Rooms

- Bonus Room
- Computer Room
- Entertainment/Theater Room
- Exercise Room
- Family Room
- Great Room
- Library/Office
- Loft
- Media Room
- Nursery
- Recreation Room
- Screened Porch
- Separage Den
- Separate Living Room
- Sun Room
- Wine Cellar
- Workshop

Notes:

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Dining Room

- None
- Butler's Pantry
- Dining L
- Dining/Great Room
- Living/Dining Room Combo
- Seats 12+
- Separate Dining Room

Notes:

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Laundry

- None
- Basement
- Bathroom
- Downstairs
- Garage
- Hall
- Kitchen
- Laundry Chute
- Laundry Room
- Main Level
- Mud Room
- Upstairs
- Other

Notes:

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Lot Size

- Under 1/3 acre
- 1/3 to 1/2 acre
- 1/2 to 3/4 acre
- 3/4 to 1 acre
- 1 to 2 acres
- 2 to 3 acres
- 3 to 5 acres
- 5 to 10 acres
- 10 to 20 acres
- 20 or more acres

Notes:

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Construction

- Brick & Frame
- Brick 3 Sides
- Brick 4 sides
- Brick Front
- Cedar
- Cement Siding
- Frame
- Log
- Stone
- Stucco - Hardcoat
- Stucco - Synthetic
- Stucco - Unknown
- Vinyl

Notes:

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Exterior Features

- 1-2 Step Entry
- Barn(s)
- Carriage House
- Deck
- Fenced Yard
- Front Porch
- Garden Area
- Gas Grill
- Gazebo
- Guest House
- Hot Tub/Spa
- Invisible Fence
- Irrigation System
- Out-Buildings
- Outdoor Fireplace
- Patio
- Pool House
- Pool Screened/Enclosure
- Professional Landscaping
- Satellite Dish
- Stables
- Wrap-Around Porch
- Other

Notes:

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Roof Type

- Compostion
- Concrete
- Copper
- Metal/Steel
- Slate
- Tar/Gravel
- Tile
- Tin
- Wood Shingle
- Other

Notes:

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Basement

- Bath
- Bath/Stubbed
- Boat Door
- Crawl Space
- Daylight
- Driveway Access
- Exterior Entry
- Finished
- Full
- Interior Entry
- Partial
- Slab/None
- Unfinished

Notes:

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Parking

- None
- 1 Car Carport
- 1 Car Garage
- 2 Car Carport
- 2 Car Garage
- 3 Car Garage
- 4+ Car Garage
- 1-2 Step Entry
- Attached
- Auto Garage Door
- Detached
- Drive Under Main Level
- Driveway
- Kitchen Level Parking Pad
- Side/Rear Entry
- Storeroom
- Street

Notes: \_\_\_\_\_

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Lot Description

- Borders US/State Park
- City View
- Corner
- Creek
- Cul-de-sac
- Deepwater Access
- Deepwater at Dock
- Flood Plain
- Golf Course
- Golf View
- Lagoon
- Lake Front
- Lake View
- Level
- Level Driveway
- Marsh
- Mountain Front
- Mountain View
- Pasture
- Pond
- Private Backyard
- River Front
- River View
- Room for Pool/Tennis
- Sloped
- Steep
- Wooded

Notes: \_\_\_\_\_

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House Faces

- East
- North
- NE
- NW
- South
- SE
- SW
- West

Notes: \_\_\_\_\_

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Stories

- 1 Story
- 1 & 1/2 Story
- 2 Stories
- Over 2 Stories
- Split Foyer
- Split Level

Notes: \_\_\_\_\_

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Fireplace

- None
- Blower
- Circulating
- Decorative Only
- Double Sided
- Factory Built
- Gas Logs Remain
- Gas Starter
- Glass Doors Remain
- In Basement
- In Great/Family Room
- In Keeping Room
- In Living Room
- In Master Bedroom
- In Other Room
- Masonry
- Wood Burning Stove
- Wood Stove Insert

Notes: \_\_\_\_\_

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Cooling Description

- None
- Ceiling Fans
- Central Electric
- Central Gas
- Fan
- Heat Pump
- Humidity Control
- Solar A/C
- Window Units
- Zoned
- Other

Notes: \_\_\_\_\_

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Heat Type

- Baseboard
- Boiler
- Electric
- Forced Air
- Gas
- Gravity/Floor Heating
- Heat Pump
- Oil
- Propane
- Solar
- Steam/Hot Water
- Zoned
- Other

Notes: \_\_\_\_\_

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Disability Access

- None
- 32" or Wider Doors
- Bath Access Wheelchair
- Elevated Access Wheelchair
- Garage Van Access
- Levered Door Handles
- Low Kitchen Counters
- Low Switches
- Lowered Door Handles
- Ramps to Doorways
- Showers Access Wheelchair
- Stepless Entry
- Wide Hallways
- Other

Notes: \_\_\_\_\_

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Neighborhood

- None
- Airstrip
- Boat Restrictions
- Cable TV Available
- Clubhouse
- Country Club
- Dry Dock
- Fishing
- Gate
- Golf
- Homeowner's Association
- Lake
- Marina
- Near Beltline
- Park
- Physical Fitness Facility
- Playground
- Public Transportation
- Racquetball
- Restaurant
- RV Parking
- Security
- Sidewalk
- Street Lights
- Swim Team
- Swimming Pool
- Tennis Lighted
- Tennis Unlighted
- Underground Utilities
- Walk to Marta
- Walk to Schools
- Walk to Shopping
- Other

Notes: \_\_\_\_\_

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Water Source

- Private System
- Public Water
- Well
- Other

Sewer Description

- Public Sewer
- Connected
- Public Sewer in Street
- Septic Tank

Notes: \_\_\_\_\_

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Energy

- None
- Attic Vent Fans
- Certified Energy Wise
- Certified Good Cents
- Clock Thermostat
- Extra Insulation
- Geothermal HVAC
- High Efficiency System
- Low Flow Toilet
- Ridge Vents
- Solar Hot Water
- Solar Power
- Storm Doors
- Storm Windows
- Thermal Pane Windows
- Other

Notes: \_\_\_\_\_

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Fee Includes

- None
- Building & Liability Insurance
- Exterior Maintenance
- Facilities Fee
- Garbage Pickup
- Grounds Maintenance
- Heating/Cooling Management Fee
- Pest Control/Termite
- Private Roads
- Reserve Fund
- Security
- Sewer
- Swimming
- Tennis
- Water
- Other

Annual HOA Fee \_\_\_\_\_ Assessment Due

Notes: \_\_\_\_\_

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