



RESIDENTIAL SELLER INTERVIEW

1. Take a tour of the home.
2. Perform Seller Interview.
3. Explain how homes are sold today.
4. Review your CMA for the property.
5. Explain listing paperwork and how you would market their home.

Date: _____

Name (s): _____

Phone: Cell _____ Other _____

Address: _____

Email: _____

Are you the: Owner POA Executor/Executrix

If you are not the seller then who are/is the Seller? _____

Who else will be a part of the decision making process? _____

Why are you selling your home? _____

Have you tried to sell your home before? _____

Where will you go when you sell your home? _____

Can you give possession at closing? YES NO If not when? _____

When would you like to close on the sale of your home? _____

Do you need to sell your current home before you purchase your next home? Yes____ No ____

What do you feel your current home is worth? _____

What is the total balance of all loans on your current home? _____

What is the current balance of all loans and debt on your home? _____

What is the minimum Seller proceeds required to close on the home? _____

What is the HOA or condo fee and how often is it paid? _____

Are there any outstanding assessment fees? _____

Who is the builder of the home? _____

Circle the preferred methods of communication? Cell Phone Other Phone Email Text

How would you like ShowingTime to communicate showing requests to you? Cell Phone Other Phone Email Text

How much notice does ShowingTime need to give you? _____

Do you have any blackout times for no showings? _____

NOTES:

