

## Pre-Listing Interview

1. Name: \_\_\_\_\_
2. Address: \_\_\_\_\_  
Mailing Address: \_\_\_\_\_
3. Marital Status: \_\_\_\_\_
4. Other Decision Makers: \_\_\_\_\_
5. Home Phone: \_\_\_\_\_ Business Phone: \_\_\_\_\_  
Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_
6. Why are you selling? \_\_\_\_\_
7. Type of House: \_\_\_\_\_ Lot Size: \_\_\_\_\_  
Square Feet: \_\_\_\_\_ Basement Included: \_\_\_\_\_ yes \_\_\_\_\_ No
8. How long have you owned your home? \_\_\_\_\_
9. What sold you on your home? What features did you like: \_\_\_\_\_  
\_\_\_\_\_
10. Have you done any updating to the home since you bought it? \_\_\_\_\_
11. What are you going to be asking for the property? \_\_\_\_\_
12. What do you owe on the property? \_\_\_\_\_ 2<sup>nd</sup>.? \_\_\_\_\_
13. What are 3 things you are looking for in a Realtor?  
\_\_\_\_\_
14. Are there any other Brokers you will be interviewing for this job? When are they going to be interviewed?
  - a. When \_\_\_\_\_ Name: \_\_\_\_\_ Company: \_\_\_\_\_
  - b. When \_\_\_\_\_ Name: \_\_\_\_\_ Company: \_\_\_\_\_
  - c. When \_\_\_\_\_ Name: \_\_\_\_\_ Company: \_\_\_\_\_
15. Have you considered going For Sale By Owner? \_\_\_\_\_
16. How did you get my name? \_\_\_\_\_
17. Set Appointment: Day: \_\_\_\_\_ Time: \_\_\_\_\_
18. Explain what happens next.
19. Follow-Up Package Mailed: \_\_\_\_\_ Hand Delivered: \_\_\_\_\_ Date: \_\_\_\_\_
20. Follow-Up Phone Call: Date: \_\_\_\_\_ Prepare CMA: Date: \_\_\_\_\_