



SELLER QUESTIONNAIRE

In an effort to ensure you will be served in the best way possible, please complete this questionnaire and submit it at least one day prior to our market-ing and listing consultation. This questionnaire should take approximately 20 minutes. Thank you for your valuable input so that we can help you get the highest possible price!

How did you hear about me? _____

SELLER INFORMATION

Seller One

Last Name _____ First Name _____

Is this your prime residence? YES NO

Is it a rental? YES NO If yes, what is current rent? _____

Is a tenant living in residence? YES NO When is lease up? _____

Birthday (Month and date only) ____/____/____ Home # _____ Cell # _____

Home Address _____

City _____ State _____ ZIP _____

Preferred Email _____

Seller Two (if applicable)

Last Name _____ First Name _____

Birthday (Month and date only) ____/____/____ Home # _____ Cell # _____

Home Address _____

City _____ State _____ ZIP _____

Preferred Email _____

Who would you prefer me to use as the main contact? _____

GENERAL INFORMATION

What are your plans when your property sells?

Why have you decided to move at this time? _____

How long have you lived in your home? _____

We have an extensive network of Real Estate Professionals who are located all over the globe. If you are moving out of the area, would you like us to make a connection to a great person to help you with your home search?

YES NO

When do you want to sell and move out of the home? _____

FINANCIAL INFORMATION

The following questions will help me understand your situation better:

1st Mortgage \$ _____ Monthly Payment \$ _____

2nd Mortgage \$ _____ Monthly Payment \$ _____

Are your payments current? YES NO

Do you own your home free and clear? YES NO

When would you ideally like to have your home on the market? _____

Do you have a sense what your home may be worth on this market? YES NO

If so, what price? \$ _____

Do you understand how the REALTOR® who finds a buyer for your home gets paid? YES NO

PROPERTY STATISTICS & AMENITIES

Which architect or builder built your home?

We will research your architect to find out if your home is architecturally significant so we can tell your home's story in a compelling way.

Type of Residence: Single Family Townhome Age of Home_____

Bedrooms_____ Bathrooms_____ Living Space (Sq. Ft)_____ Lot Size (Sq. Ft) _____

Pool? YES NO

Type of Garage? Attached Not Attached 1 CAR 2 CAR 3 CAR OTHER_____

HOA Association Fees? Yes No If yes, cost _____

 Paid Monthly Paid Quarterly Paid Yearly

Please check which general amenities your home has.

- | | | |
|---------------------|--------------------------|----------------------|
| Hardwood Floors | Custom Landscaping | Wine Cellar |
| New Roof | Outdoor Kitchen | Fresh Interior Paint |
| Home Theatre | Energy Efficient Windows | Guest House |
| Finished Basement | Tennis Court | Fresh Exterior Paint |
| Wall-to-Wall Carpet | Extra Storage | Home Gym |
| Recently Renovated | Fireplace | New Kitchen |
| Finished Attic | Gas Range | Solar |
| Central Air | Built-in Cabinetry | |

If you have solar, is it Leased Owned PPA (Purchase Power Agreement)

New kitchen? What year was it remodeled?_____

New roof? When was it replaced?_____

Are there any additional special features that make your home unique?

Please tell me what you enjoy most about your property and neighborhood and what you believe to be the best selling features.

Please elaborate in greater detail about any remodel work you have performed, including the year it was completed:

Exterior Upgrades

Interior Upgrades

Have you had a recent home inspection, pest inspection, or chimney inspection? Yes No
If yes, when and with which inspectors?_____

What repairs may be needed in your opinion?_____

I will be doing research on your property and have not had the opportunity to see it, what price range should I study?_____

How did you arrive at that price range?_____

BECAUSE IT'S HELPFUL FOR ME TO UNDERSTAND WHAT'S IMPORTANT TO YOU

What are you primarily looking for in the Real Estate Professional you select to represent you?

What is most important to you in your home selling experience?_____

As you think about what's most important to you, what would be the priority in terms of describing your goal: A Faster Selling Time or the Highest Price?_____

Do you have any additional questions or comments?_____

Thank you for sharing your thoughts. We look forward to helping you get what you want and where you want to go.

SUBMIT