



SELLER LISTING PRESENTATION QUESTIONS

Contact Information:

- 1) Name, Address, Phone, Email Address (Ok to put them on the Entourage Newsletter Email List?)
- 2) Their Communication Preference: Phone/Email/Text

Agent Status:

- 1) What are their expectations of a Realtor®?

Decision to List:

- 1) Why do they want to sell? How Quickly?
- 2) Where are they going/moving?
- 3) Do their children or neighbors know? Do they have pets? How Many? Inside/Outside?
- 4) What is their plan if the home is sold before a new home is found/ready?
- 5) Have they ever sold a home before? How was their experience?

Home Description:

- 1) How old is the house? Who is the builder?
- 2) Describe the house – Does it have a pool or spa?
- 3) Why did they buy the house? What do they like most about it?

Home Condition/Repairs/Upgrades:

- 1) Has the home ever experienced a major storm? Any minor/major damages as result? Lawsuits?
- 2) What is the current condition of the home? In need of repairs?
- 3) Are they open to repairs?
- 4) Home improvement/upgrades?
- 5) Would they like to offer a home warranty?

Home Finance:

- 1) What do they think the home is worth?
- 2) How much do they owe on the house?

Personal Note:

- 1) Will everyone be present that needs to sell the home?
- 2) Set expectations – (ex. How many times you will contact the seller with updates.)