

# *PRE – Listing* **Questions**

- Where are you moving? Why are you selling? What brings you there?
- How long have you lived here?
- What are your goals with selling this home?
- Have you ever sold a home before? If you have, what did you or didn't you like about the process?
- Do you have a timeline that you need this house sold by?
- Does anything need to be done to the home before listing?
- Do you need help with purchasing or renting next?
- When can we meet to walk the property?
- Is there anything else you need help with prior to our meeting or listing?
- I'm going to send an appointment confirmation, Can you please provide email?

# *Listing Appointment* **Questions**

- What is your opinion of your homes value?
- When do you plan on being ready to list the home?
- Do you have any concerns with selling?
- What parts of the selling process are most important to you? Marketing, communication etc.?
- How do you prefer to be contacted?
- Does a loan have to be paid off? Provide Loan Payoff
- Will washer, dryer and fridge be staying?
- Confirm the name of HOA, assessment amount and frequency?
- Any personal property stay or being remove?

- Do you approve a for sale sign to be placed in the yard?
- Do you approve Open Houses to be held at your home?
- Do you approve a agent lockbox?
- When can showings be scheduled?

# Upgrades