

CBT “Ninja” Pre-Listing Interview

If it is alright with you, I would like to ask you a few questions and then set up a time for us to get together. These questions are to help me prepare for our meeting and should take about 10 minutes. Is this an okay time with you?

1. Name:

2. Property Address:

3. Mailing Address:

4. Owners/Decision Markers:

5. Phones:

6. Email:

7. Why are you selling?

8. When do you need to move?

9. Could you describe your house for me?

10. Beds

Baths

Sq. Ft.

Style

Lot Size

Bsmt?

11. How long have you owned your home?

12. What sold you on your home when you bought it? What features did you like?

13. Have you done any updating to the home since you bought it?

14. If you were to stay in your home another 5 years, is there anything you would do to it?

15. For a moment pretend to be a buyer and look at your home through “Buyer Eyes”. On a scale of 1 to 10, how would you rate its condition? (Model home = 10; Very Poor = 1)

16. What would it take for your house to be a 10?

17. What are you going to be asking for the property?

18. Have you had a recent appraisal?

19. Have you recently refinanced?

20. Do you own your property free and clear or do you have a loan?

21. Do you happen to know the approximate balance?

22. What are 3 things you are looking for in a REALTOR®?

23. Are you interviewing any other brokers for this job? When are they being interviewed?

24. Have you considered selling it yourself?

25. Are you considering selling to an institutional buyer?

26. Have you sold a property before?

27. Is there anything else I should know about your home?

28. Do you have any questions for me?

Explain what happens next: Deliver Pre-Listing Packet (CBT Seller’s Guide) before the appointment.

Set Appointment: Day

Time

Place