

SELLER INFO SHEET

Date: _____

Source: _____

Name(s): _____

Email(s): _____

Street Address: _____

Phone Number(s): _____

Best way to contact: _____

Best times to contact: _____

Motivation:

1. Why are you moving? _____

2. Where are you moving to? _____

3. Are you already working with a buyer's agent? (*check one*) ☐ yes ☐ no

If yes, have you signed an agreement? ☐ yes ☐ no

4. How soon do you need to be there? _____

5. Will you be receiving any corporate relocation assistance? ☐ yes ☐ no

6. Are you thinking about trying to sell your home as a For Sale By Owner? ☐ yes ☐ no

7. On a scale of 1 to 10, with 10 being extremely urgent, how motivated are you to sell your house? (*circle one*) 1 2 3 4 5 6 7 8 9 10

What would it take to make you a 10? _____

House:

8. Tell me a little about your house:

9. How many square feet is your house? _____

10. How many stories? _____

11. How many bedrooms does it have? _____ 12. How many bathrooms? _____

13. How many years have you owned the house? _____

14. Have you done any updates or work on the house since you've owned it?

15. Does it have a pool? ☐ yes ☐ no

16. Rate your home on a scale of 1 to 10: _____ What would make it a 10? (or What makes it a 10?)

Financials:

17. How much do you think your house is worth? _____

18. How much do you owe on your mortgage(s)? \$ _____

19. How much do you want to net on your home? \$ _____

20. Are you up-to-date on payments? ☐ yes ☐ no

21. Are you the sole owner of the house? ☐ yes ☐ no (If not) Who else is on the title?

Conversion:

22. What are the three things you expect from a realtor?

a. _____

b. _____

c. _____

23. Are you interviewing any other realtors? _____ Whom? _____

24. Have you made appointments with any of them? _____ When? _____

Other Information

D I S C

Appointment Date/Time: _____