



dial Real Estate

Seller Introduction Questionnaire

1. Tell me about you, your family and your situation. _____

2. What do you love about your home? _____
3. Why are you moving? _____
4. Why is this an important move for the family? _____
5. Where are you moving to? _____
6. What is your time frame? _____
7. What do you feel has to happen in order for this to be accomplished? _____

8. In this process what would your expectations of me be when hired as your Advocate?

9. What does excellent customer service mean to you? _____
10. Is the purchase of another property involved in the sale of this home? _____
11. Are you hoping to buy before listing this home for sale, or do you want to sell first?

12. Do you have a home in mind that you'd like to buy? _____
13. Have you gone out to look at any houses? _____
14. What is the address of one you wish you would have bought? _____

15. Other than who is on title, is there anyone else involved in the decision-making process?

16. What would you ask you if you were me? _____

17. Is there anything I should have asked you, but did not? _____

18. What are your concerns? _____
19. Are you ready to sell your home? _____