



**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? \_\_\_\_\_