What Do I Say To Sellers?

(revised 12/17/2020)

So we can make your time together with Maria more valuable, there are a few questions I'd like to** ask **that would really help us understand how we may best serve you. Does that sound OK?

Property Address_____ ☐Residential ☐Condo
Cross Streets: East/West of _____ North/South of _____ Subdivision_____
HOA/COA ☐No ☐Yes: Amt $_____ ☐yearly ☐mo Mgmt Co_____ Ph#_____
Seller's Names: #1_____ #2_____
Mailing Address ☐Same ☐Other_____
Ph#1_____ Ph#2_____ Email#1_____ Email#2_____
How did you hear of Maria? _____ Best way to contact you _____
Referred by: Name_____ Phone_____
Address_____ Referral Fee ☐No ☐Yes: Amt _____
Why do you want to sell? _____ ☐Primary residence ☐Rental/Monthly Rent _____
When would it be convenient for all decision-makers to be present and meet with Maria?
Date_____ Time_____ at ☐Subject Property ☐RE/MAX Advisors ☐Other_____
Who appears on title as the owners of the property?_____
Will everyone be present to meet with Maria? ☐Yes ☐No: Reason _____
Do you own other properties in the area? ☐No ☐Yes: Where?_____
When do you need to sell?_____ How long have you owned your home? _____
Are you transferring out of the area? ☐No ☐Yes: Where to? _____
Do you know a real estate professional there? ☐No ☐Yes: May we suggest a referral? ☐Yes ☐No
Client to have ready for appt: ☐Survey ☐Title Policy ☐Copy of Tax Bill ☐Mtg Statements ☐By-Laws
How much do you want to list for? $_____ How did you arrive at that price?_____
Have any homes sold in your neighborhood for that? ☐Yes ☐No _____
Are you willing to sell your home at fair market value? ☐Yes ☐No _____
At what price would you consider it would be giving your home away? $_____

("Maria likes to have an idea of your expectations, so she knows if she can help you or not".** If they say they don't have an idea, **"Then what price range would you say you're in so she can look for comparable sales?** Or ask **"What have your neighbors recently sold for?")

How much are your underlying loans? Mortgage_____ Equity_____ Other_____
Are you current on all payments? ☐Yes ☐No* *****If they are not current on all payments, fill out "Distress Sale Questionnaire".***
* If delinquent on payments, type of loan: ☐FHA ☐VA ☐HELOC ☐L/C ***or*** look-up ☐Fannie ☐Freddie ☐HAFA
Last 4 digits of Soc Security #_____ **Have you received a deferment of payments or mtg modification?** _____
If **short sale,** is the short sale prelisting package completed and all required docs received? ☐Yes ☐No
Who else are you interviewing? _____

Agent Office Date/Time

(Maria would like to meet with you after you have interviewed the other agents, if that's OK. You will have additional questions as you meet with each agent. Maria can show you what we do for you over & above the competition, to get your home sold for the highest possible price in the shortest amount of time. Maria can serve you better if all your questions and concerns are answered.)

What criteria are you going to use to hire an agent?_____
Is there anything that would prevent you from listing with Maria when you meet with her if she answers all of your questions and concerns to your satisfaction?_____

Features of Sellers Home: School District_____ Style_____ ☐Siding ☐Brick
Year Built_____ Sq.Ft._____ Garage/Size_____ ☐Attached ☐Detached ☐**Deck** ☐**Patio**
Bedrooms_____ Baths_____ Fireplace ☐No ☐Yes: ☐Natural ☐Gas Central Air ☐No ☐Yes
☐Crawl ☐Slab ☐Piers ☐Basement: ☐Finished ☐Partial ☐Unfinished ☐PoleBarn/Outbuildings-Size_____
☐Living room ☐Family room ☐Other_____ Lot Size/Acreage_____
☐City Water ☐Well ☐City Sewer ☐Septic If septic, is the property **occupied**? ☐Yes ☐No
Heating System: ☐GFA ☐Baseboard/Boiler **Heating Fuel:** ☐Electric ☐Natural Gas ☐Propane ☐Fuel Oil
Pool: ☐Yes ☐No *If yes:* ☐Above ground ☐In-ground *If in-ground*: ☐Solid surface ☐Liner
Age of: Roof_____ ☐Tearoff ☐Reshingle Furnace_____ C/A_____ Hot H2O tank_____ Windows_____ Electrical_____
What improvements were made ***after*** you moved into your home?_____
Other Updates:_____
On a scale of 1 to 10 (10 is the highest) what condition would you say your home is in?_____
☐Copy of ***all*** previous **MLS listings** ☐**Tax sheet** ☐**Emailed Seller/Short Sale Slideshow**
Post MA card addressed & placed in card slot: ☐Yes ☐No **Home cleaned & ready for pictures:** ☐**Yes** ☐**No**
Date Post MA plan launched in Agent Office: _____ Current year MA appt. category By Carol
Hot tub/spa ☐Yes ☐No Lawn Sprinklers ☐Yes ☐No