

SELLER CONSULTATION QUESTIONNAIRE

Prepared by Cary Muhammad, Real Estate Consultant

To complete this questionnaire, you may print and write in answers, then mail or fax to me.

We can also complete by phone or in person.

I'd love to help you sell your home. In order to help you sell your home for the most amount of money, in the shortest amount of time, with the least amount of hassle, we need to set an appointment with all of the decision makers, so I assess your wants and needs to get you what you want in the time you need it.

Appointment date and time: _____




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The Seller Consultation: Getting Started

Date: _____

CONTACT INFO

Name _____

Email _____

Street Address _____

Children's Names _____

Home Phone _____

Cell Phone _____

Work Phone _____

Fax _____

What is the best way to get in touch with you?

What times are best?

(Check if appropriate)

READY

1. Your reason for selling _____

2. Moving to _____

3. Already working with a buyer agent? ♦ YES ♦ NO

4. Considering FSBO (for sale by owner)? ♦ YES ♦ NO

5. Your motivation (*circle one*) 1 2 3 4 5 6 7 8 9 10

6. Could you tell me a little bit about your home?

7. Pool ♦ YES ♦ NO

8. Your assessment of home's negatives _____

9. Your assessment of home's condition: ♦ excellent ♦ good ♦ fair ♦ poor

10. Your assessment of home's value \$ _____

11. How much do you owe on the property? \$ _____

12. You want to net? \$ _____

13. Three things you want from a real estate agent:

a) _____

b) _____

c) _____

14. Are you interviewing other agents? ♦ YES ♦ NO

15. Once you meet with me and hear my great marketing plan, do you plan to list with me at that time? If not, please tell me the perfect timeframe for you.

16. How soon do you want to move?

17. If we sell your home in the next 30 days, will that pose a problem for you? If “yes,” what would the problem be?

18. What would happen if your home did not sell?

19. Tell me, what’s the price you will not go below?

20. Will you quickly describe your home for me?

21. How would you rate your home on a scale of 1–10 (10 being the highest)?

22. What would make it a 10?

23. Do you have any questions before we meet?

24. Will all decision-makers be there when we meet?

25. Just so you know, our meeting will take between 60 and 90 minutes.

26. Are you the sole owner of the home? ♦ YES ♦ NO

Must Have Information for CMA

Property Address: _____

Year Built: _____ Builder: _____ Stories: _____ Acreage: _____

Living: Family Room, Formal Living, Game Room, Study

Dining: Formal Dining, Living/Dining Combo, Breakfast

#Beds: _____ #Beds on Main Floor: _____

#Baths: _____ Garage Spaces: _____

SQFT: _____ View: _____

Interior Upgrades: Coffered/Vaulted/High Ceilings, Crown Mold, Arches, Rounded Corners, Arched Windows, Built-Ins, Specialty Wiring

House backs to: Another Home, Easement, Greenbelt, Creek, River, Lake

Foundation: Slab or Pier/Beam

Flooring: Carpet, Tile, Wood, Laminate, Concrete, Sheet Vinyl, Vinyl Tile

Master Suite Info: Sitting Area, Full Bath, Double Vanity, Separate Shower & Tub, or Combo Tub/Shower, Walk-In Closet(s)

Kitchen Info: Island, Built In Appliances (cook top & single/double oven, range, dishwasher, disposal), Pantry

Kitchen Counters: Formica, Tile, Granite, Corian, Solid Surface

Fireplace: Yes/No (Gas Lighter, Wood Burning, Gas Log)

Pool: Yes/No (In Ground/Above Ground)

Hot Tub: Yes/No

Exterior Construction: Brick, Wood Siding, Stone, Stucco, Hardiplank, Vinyl or Metal

Exterior Features: Deck (Covered/Uncovered), Patio (Covered/Uncovered), Sprinkler System, Trees (small, medium, large), Landscaping, Storage Building, Fence (wood, iron, privacy, brick, front, back)