Real Estate Seller Questionnaire

Seller qualification in the order an agent needs the answers: why, when, what they owe, what needs work and what price they have in mind.

ORGANIZATION

DATE

The seller and the home

SELLER NAME

BEST PHONE NUMBER

ADDRESS OF THE PROPERTY

YEAR THE HOUSE WAS BUILT

WHO LIVES IN THE HOUSE NOW?

- [ ] The owner
- [ ] A tenant
- [ ] A family member
- [ ] Nobody, it is vacant

ANYONE ELSE ON THE DEED?

Why and when

WHY ARE YOU SELLING?

- [ ] Relocating
- [ ] Downsizing
- [ ] Inherited the property
- [ ] Moving up
- [ ] Money pressure
- [ ] Something else

TELL US A LITTLE MORE ABOUT THE REASON

DATE YOU WOULD LIKE TO BE MOVED OUT

HOW FIRM IS THAT DATE?

- [ ] Fixed
- [ ] Flexible
- [ ] No date yet

HAVE YOU SPOKEN TO ANOTHER AGENT?

- [ ] Not yet
- [ ] Yes, I am talking to one
- [ ] It was listed before

What is owed

APPROXIMATE MORTGAGE PAYOFF

A rough figure is fine

Anything else secured against the house?

- [ ] Second mortgage or home equity line
- [ ] Unpaid property tax
- [ ] HOA dues or liens
- [ ] None
- [ ] Not sure

ARE YOU BEHIND ON PAYMENTS?

- [ ] No
- [ ] Yes, a little
- [ ] Yes, and I have had a notice

Condition of the house

REPAIRS YOU KNOW ABOUT

UPDATES IN THE LAST TEN YEARS

WERE PERMITS PULLED FOR THAT WORK?

- [ ] Yes
- [ ] For some of it
- [ ] No
- [ ] Not sure

HAS THE HOUSE HAD ANY OF THESE?

- [ ] Water in the basement
- [ ] Foundation cracks
- [ ] Pests
- [ ] Electrical or plumbing trouble
- [ ] None known

Do you have a lead paint report or records?

- [ ] Yes
- [ ] No
- [ ] Not sure

If your state uses a seller disclosure form, have you started it?

- [ ] Yes, it is complete
- [ ] Started
- [ ] Not yet
- [ ] My state has no form

WOULD YOU SELL AS IS?

- [ ] As is
- [ ] After repairs
- [ ] Not decided

WHAT STAYS WITH THE HOUSE: APPLIANCES, FIXTURES, WINDOW COVERINGS

Price and next step

PRICE YOU HAVE IN MIND

LOWEST PRICE YOU WOULD CONSIDER

WHEN CAN BUYERS SEE THE HOUSE?

HOW DID YOU FIND US?

- [ ] A letter or postcard
- [ ] A listing website
- [ ] A friend or neighbor
- [ ] An online search
- [ ] A yard sign
- [ ] Something else

BEST TIME TO CALL

- [ ] Morning
- [ ] Afternoon
- [ ] Evening