



Pre-Listing Interview

1. Name _____
2. Property Address: _____
3. Mailing Address: _____
4. Owners/Decision Makers: _____
5. Phone # _____ (B) _____ (C) _____ (F) _____
6. Email Address: _____
7. Why are you selling? _____

8. When do you need to move? _____

9. Describe your house for me:
Beds _____ Baths _____ Sq.Ft. _____
Style _____ Lot Size _____
10. What sold you on your home? _____

11. What features do you like the most? _____

12. What do you owe on the property? _____

13. What are 3 things you are looking for in a Sales Associate/Agent?

a. _____

b. _____

c. _____

14. Are you interviewing any other brokers for this job? _____

Who? _____

When? _____

15. Have you considered selling the property yourself? _____

16. How did you get my name? _____

17. Explain what happens next.

One Call _____ Two Call _____ Prelisting Packet _____

18. Set appointment: Day _____ Time _____ Place _____