

# Selling Your Home Questionnaire

## Personal Profile Information

First: \_\_\_\_\_ First: \_\_\_\_\_  
Last: \_\_\_\_\_ Last: \_\_\_\_\_  
Children: \_\_\_\_\_ Pets: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
HM Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
WK Phone: \_\_\_\_\_ WK Phone: \_\_\_\_\_  
Cell Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
Email 1: \_\_\_\_\_ Email 2: \_\_\_\_\_

1. Why are you selling ? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. Where will you move ? \_\_\_\_\_  
\_\_\_\_\_

3. Have you signed with an agent in your new area?      Yes      No  
If yes, Agent's Name \_\_\_\_\_

4. How soon do you expect to sell ? \_\_\_\_\_  
\_\_\_\_\_

5. How long have you owned this home ? \_\_\_\_\_  
\_\_\_\_\_

6. Has your home been on the market in the past year ?      Yes      No  
If yes, what was the price? \_\_\_\_\_ In your opinion, why did your  
home not sell ? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7. What do you believe your home will sell for ? \_\_\_\_\_

8. How did you establish that amount ? \_\_\_\_\_  
\_\_\_\_\_

9. What do you currently owe ? \_\_\_\_\_  
Are you willing to owner finance ?      Yes      No

**Property Profile and Expectations Information:**

1. Tell me about your home \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. What was your primary reason for buying this home \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

3. What have you liked most about your home and its features ? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

4. What do you feel sets your home apart from others? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

5. What are your expectations of me? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

6. What do you feel about selling your home ? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

7. What questions do you have that have not been answered ? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Additional Comments:**

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