

Appt Date: _____ Time: _____

Personality Type: D I S C

Seller Discovery Sheet

| | |
|----------------------------|---|
| Name: _____ | Address being listed: _____ |
| Mailing Address: _____ | |
| Home # _____ | Work # _____ Cell # _____ |
| Email: _____ | 2nd Email: _____ |
| Best Time to Contact _____ | Prefer: <input type="checkbox"/> Email <input type="checkbox"/> Phone |
| How did you hear about us? | Source 1: _____ Source 2: _____ |

How many: Bedrooms _____ Bathrooms _____ Square Feet _____ Stories _____

Garages _____ Living Rooms _____ Dining Areas _____ Fireplace _____

Describe the Lot: _____ Exterior _____ Outbuildings _____

Decks/Patios _____ Sprinkler System _____ Storm Cellar _____

Pool: _____ Inground Above Fenced Yard _____

Are there any covenants, restrictions, home owner dues? _____

What would you say are the best features of the home?

When would you like for this move to happen? _____

Will you be staying in the area or moving away? _____ (If away) Where? _____

Why have you decided to move there? _____

If Staying here: Buying Bought Renting

If buying, set up Buyer Specialist to get details. If relocating, offer relocation assistance.

TARGET DATE: _____

Is this your: Personal Home Rental Occupied Vacant

When would be a good time for us to come out? _____ Days or Evenings? _____

Is there anyone else involved in the sale of the home? _____ Are they willing to sale? _____

Have you done any upgrades since you purchased the home? _____

Are you aware of any repairs that might need to be done? _____

On a scale of 1 - 10, how would you rate your home? _____

How long have you owned your home? _____ How much did you pay for your home? _____

Have you had a recent appraisal/market analysis? _____ Why? _____

Do you have an idea of what your home will sell for? _____

How did you arrive at that number? _____

Do you know the approx. balance on your mortgage? _____ 2nd Mtg _____

If necessary, are you prepared to bring money to closing? _____ Possible SHORT SALE? _____

On a scale of 1 to 10, how motivated are you to sell your home? _____

What would it take to get you to a 10? _____

Do you plan on interviewing other agents? _____

GREAT!! The reason I ask is because we would like to be last. That way you can see all the different marketing strategies other companies have and compare with ours. Would that be ok? _____

(If interviewing) I would like you to make a promise to me. We are going to put a lot of time and effort in getting ready for our appointment, please do me a favor and don't list your home with anyone until you've heard what we have to offer that no one else can, is that okay? Mr. Seller, I want to make you aware that there are some agents that will do or say anything to get you to SIGN PAPERWORK on their first appointment, especially if they know we are coming out behind them. Fair enough?

Mr. Seller, one last question. If everything sounds good and the price is acceptable, will you be ready to put your home on the market when we come out on _____ at _____?