



Initial Seller Interview Questions

- Do you really need to move? _____
- Where are you going? _____
- Why are you moving? _____
- When do you need to be there? _____
- Is a relocation company paying for your move? _____
- Would you like to see the home sell in the next couple of months? _____ Does it matter if it takes 6 to 12 months? _____
- Can I put you in touch with a top Realtor where you are relocating too? _____
- When did you buy the house? _____
- What did you pay for the house? _____
- What do you owe on the 1st mortgage? _____
- What do you owe on 2nd or other mortgages? _____
- What capital improvements have you made to the property? _____
- What's the best experience you've ever had with a Realtor? _____
- What's the worst experience you've ever had with a Realtor? _____
- What would you expect for me to do as your Realtor? _____
- How do you feel about carrying financing for another buyer? _____
- If a buyer came in today what would be an acceptable offer to you on the property? _____
- How did you arrive at that price? _____

Brokers Guild – "Classic Real Estate Service"
Independent Member Brokers 🏠 - *Direct Numbers From:*
London, England 020 8133 1100 – Sydney, Australia (02) 8003 7246 – Hong Kong, 8175 0246