



Realty United LLC
2010 Elm Crest
San Antonio, TX. 78230
210-430-1470

Pre-Appointment Seller's Questionnaire

Name _____

Property Address _____

City _____ State _____ Zip _____

Phone H: _____ W: _____

Cell _____ Fax _____

E-mail: _____

Best times available _____

How did you hear about Richard? _____

Why do you want to sell? _____

Is your home currently listed with someone else? _____

If yes Who? _____

Referred By: Name or Corporate Relocation Company: _____

Address _____

Phone _____ Fax _____

E-mail _____

Referral Fee: _____

_____ Send personal thank you note and mark database.

_____ Send package to relocation source.

Who else are you interviewing?

Agent

Office

Appointment date/time

Richard wants to be the last appointment. Tell client to go ahead with other appointments will guarantee a maximum number of questions and a solidification of your needs. Richard can better serve you if you have the maximum number of questions and all your needs available for your meeting. If you can not provide Richard with the last appointment, make whatever you can and Richard will reschedule later. Also, please wait before you decide for Richard's presentation.

If Richard answers all of your questions to your satisfaction, will you list your property when you meet Richard? _____.

Would it be possible for all decision makers to be present at our meeting on _____ (daylight hours as much as possible)

Who will be present? _____

Do you own any other properties in the area? _____

If yes where _____

Are you thinking of listing them also? _____

Where are you moving? _____

Do you know a real estate professional there? _____

May I have my lender team members call you? _____

When do you need to sell? _____

What price do you want to list your property at? _____

How Much are your underlying loans? 1st _____ 2nd _____

What criteria are you going to use in hiring your new agent? _____

I will be dropping off a pre-listing package, I would like you to review prior to our meeting is that ok? _____

Tell me about your property: Type _____ Style _____

Bdrms _____ baths _____ Sqft _____ Garage _____

Pool _____ Lot size _____

Any other amenities of property? _____

Do you know of any homes that have sold in your area recently? _____
