

# Seller Interviews!



Seller \_\_\_\_\_ Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Address \_\_\_\_\_

## TYPE OF SELLER

- |                                       |                                     |
|---------------------------------------|-------------------------------------|
| <input type="checkbox"/> Single Mom   | <input type="checkbox"/> Big Family |
| <input type="checkbox"/> Move Up/Down | <input type="checkbox"/> Have Pets  |
| <input type="checkbox"/> Have Kids    | <input type="checkbox"/> Seniors    |
| <input type="checkbox"/> Newlyweds    | <input type="checkbox"/> Divorce    |
| <input type="checkbox"/> Investors    | <input type="checkbox"/> Short Sale |
| <input type="checkbox"/> _____        |                                     |

## REAL ESTATE PROCESS

- Price in a Buyers/Sellers market
- Selling a multi family property
- Selling a "special house"
- Trusting your realtor
- Getting ready for pictures
- What upgrades need/must do
- Getting a pre-inspection
- The Sellers Disclosure
- How to prepare for showings
- Not there for showings
- How long on the market
- Dropping your price
- What you need to fix even if as is
- \_\_\_\_\_
- \_\_\_\_\_

## AMENITIES

- |   |                                    |
|---|------------------------------------|
| <input type="checkbox"/> Home office    | <input type="checkbox"/> Pool      |
| <input type="checkbox"/> Gourmet kit.   | <input type="checkbox"/> Dock      |
| <input type="checkbox"/> Waterfront     | <input type="checkbox"/> Mountains |
| <input type="checkbox"/> Craft room     | <input type="checkbox"/> Farm      |
| <input type="checkbox"/> Home schooling | <input type="checkbox"/> Land      |
| <input type="checkbox"/> _____          |                                    |

## VIDEOS

- |              |                               |                                    |
|--------------|-------------------------------|------------------------------------|
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |
| Title: _____ | <input type="checkbox"/> Edit | <input type="checkbox"/> Published |

Seller approves use of video in marketing materials

Signature: \_\_\_\_\_