

SEPTEMBER 7, 2016

20 QUESTIONS TO ASK EVERY SELLER

1. What is your situation?
2. Do you also plan to buy?
3. What is your timeframe?
4. What would you say is the best feature of the house?
5. Is there any deferred maintenance? Anything positive or negative that could affect the price of the house?
6. What is your budget to get the house ready to sell?
7. Do you have to sell?
8. What options do you have if the home does not sell?
9. Are you interviewing other Realtors?
10. What is most important to you in this sales process?
11. Is there a price you have in mind? And what is that based on? And the price you will not go below?
12. Do you have a mortgage balance on the house? Do you know your break-even point?
13. Are you familiar with how buyers determine value in this area? Let's take a close look at that.
14. Are there other homes in the neighborhood that you think are similar to yours? Are you familiar with any of the homes on this sold list?
15. If we sold the home within 30 days, could you work with that?
16. Is there anything another Realtor said they would do that for some reason I forgot to mention? Did I cover everything you needed to hear today?
17. Have you considered selling on your own?
18. Is this the only property you have to sell or are there others?
19. Is there anyone else you know who may need our services?
20. What else do you need to see from us that can help you move forward with your plans?

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<http://thenelsonproject.org/new-agent/20-questions-to-ask-every-seller>