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Your Real Estate Source

## LISTING QUESTIONNAIRE

How did you hear about AtlantaBen?

- Referral \_\_\_\_\_  Sign \_\_\_\_\_  
 Internet \_\_\_\_\_  Other \_\_\_\_\_

Out of the following four options, how would your best friend or spouse describe you? Please check one.

- Straight-to-the-point  Social and outgoing  
 Steady and dependable  Cautious and perfectly accurate

Name: \_\_\_\_\_  D  I  S  C

Name: \_\_\_\_\_  D  I  S  C

Best contact method and time:  Home  Work  Mobile  Email  Text

Home: \_\_\_\_\_ Work: \_\_\_\_\_ Mobile: \_\_\_\_\_

His email: \_\_\_\_\_ Her email: \_\_\_\_\_

Property Address: \_\_\_\_\_

Current Address: \_\_\_\_\_

On a scale of 1 to 10, 1 being 'Just curious' and 10 being 'Ready to list your house today', where are you on that scale? \_\_\_\_\_ What would make you a 10?

\_\_\_\_\_

Neighborhood: \_\_\_\_\_ Age/owned: \_\_\_\_\_

Beds: \_\_\_\_\_ Baths: \_\_\_\_\_ Fireplaces: \_\_\_\_\_ Garage: \_\_\_\_\_ Style: \_\_\_\_\_

Basement: \_\_\_\_\_ Schools: \_\_\_\_\_

Yard features: \_\_\_\_\_

What were three features that originally sold you on your home? \_\_\_\_\_

\_\_\_\_\_

Is there anything else you would like to share about your home?

\_\_\_\_\_

We will be doing an analysis of your home, what price range should we search?

\$ \_\_\_\_\_,000 to \$ \_\_\_\_\_,000.

Tell me about your situation: \_\_\_\_\_

\_\_\_\_\_

Has your home been on the market before? If so, when and for how long?

\_\_\_\_\_

Are you current on your mortgage?  Yes  No

How much money have you budgeted to prepare your home for sale? \$ \_\_\_\_\_

Tell me about your timeline:

\_\_\_\_\_

Appointment time and date: \_\_\_\_\_