

9-POINT SELLER INTERVIEW

Name:

Date:

1. SET THE STAGE

Fantastic! Most of the time, people who call us want to know how much they can get for their property and how everything works... do you have similar types of questions?

Great! Do you have a few minutes or so... to answer some basic questions about your property?

Ok, super! After, I'll give you some options and then you can simply tell me what you'd like to do. Is that fair?

2. SELLER INFO

May I have your full name, and property address please? What's the best phone number for you? Where would you like us to email our contact information to?

3. ABOUT THE PROPERTY

Perfect! Now, I'm going to run through some quick questions about the property.

- What's the general condition of the house?
- If you were going to stay another 10 years, what types of repairs would you do?
- Is anyone living in the property right now?
- What does/would it rent for?
- Is there anything else you think I should know about the property?

4. WHAT'S THE MOTIVE?

This sounds like a property that might work for us... why are you thinking about selling it?

How long have you been thinking about it?

Have you considered calling a Realtor?

5. ENCUMBRANCES?

If we choose to buy the property, will we need to pay off any taxes, liens, or a mortgage?

[If So] Do you have a rough idea of how much?

6. PROPERTY'S VALUE?

I'm going to check the most current market conditions... but do you have an idea as to what properties like yours are selling for? What's the lowest price you might consider for your property? Is that at all negotiable?

7. PROBLEM CHECK-IN!

[Repeat all information you've received from the Seller] Did I miss anything?

8. SELLER EXPECTATIONS?

What would you like to have happen?

If I, or anyone else, could make that happen, would this be a later or a sooner thing?

Would you say 30 days, 90 days... or some time further out? [If it's too far out for you] Why me, why now?

9. TRANSITION AGREEMENT

Sounds good, but I'm not sure if I'll be able to help you or not... the market conditions will have more to say on that, but here's what I can promise... when I see the inside of the property, if at any point I feel that it won't be a good fit, I will let you know right away. And all I ask in return is that if at any point you don't feel this will be a good fit, you agree to let me know right away, as well. Is that fair? Perfect. I can come over later today, or first thing in the morning... which time will work best for you? [Set the appointment]