



An Exclusive Affiliate of Christie's Great Estates

Joseph E. Robinson III, PA, GRI, ePro



SELLER(S): \_\_\_\_\_ PHONE: \_\_\_\_\_

ADDRESS \_\_\_\_\_ EMAIL \_\_\_\_\_

Referred by: \_\_\_\_\_

Relationship to Seller(s): \_\_\_\_\_

**HOME SALE CONSIDERATIONS AND NEEDS**

- Why are you selling? \_\_\_\_\_
- How soon do you need to move? \_\_\_\_\_
- What will you do if your house doesn't sell by then? \_\_\_\_\_
- How long have you lived in this home? \_\_\_\_\_
- What attracted you to this house? \_\_\_\_\_
- What attracted you to this community? \_\_\_\_\_
- What features in the home have you enjoyed most? \_\_\_\_\_
- What experience have you had selling other homes? \_\_\_\_\_
- How did you select your last broker? \_\_\_\_\_
- How does your family feel about this move? \_\_\_\_\_
- (If transferred) Will your company be helping you with the sale of your home? \_\_\_\_\_
- When will it become a problem for you if the house isn't sold? \_\_\_\_\_
- Who in addition to you is needed to transfer title to the home? \_\_\_\_\_
- Are you talking with anyone else about selling your home? \_\_\_\_\_
- What is the best way for me to stay in touch with you? \_\_\_\_\_
- How often do you prefer to be updated on the status of your home? \_\_\_\_\_





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**ABOUT YOUR CURRENT HOME**

Can you describe the features of your home to me?

Living SqFt	_____	Garage	_____	Year Built	_____
Bedrooms	_____	Lanai/porch	_____	Lot Size	_____
Baths	_____	Pool/Spa	_____	Roof Type	_____
Fam Rm/Den	_____	Ctrl Heat/Air?	_____	Design/Style	_____

Other features: \_\_\_\_\_  
\_\_\_\_\_

- What improvements have you made to the home? \_\_\_\_\_
- How much do you believe your home is worth? \_\_\_\_\_
- How did you arrive at that amount? \_\_\_\_\_
- Have you begun the search for your new home yet? \_\_\_\_\_
- Do you need the proceeds from the sale of this home to purchase your next home? Yes \_\_\_\_ No \_\_\_\_
- Have you ever worked with a Realtor to sell a home? \_\_Yes \_\_ No If so, When?: \_\_\_\_\_
- What was most memorable about that experience? \_\_\_\_\_
- What would you change about that experience? \_\_\_\_\_
- What do you expect from the real estate agent you hire to represent you in the sale of your home? \_\_\_\_\_  
\_\_\_\_\_

**NEXT LOCATION**

- Are you working with a broker in your search for a new home? \_\_\_\_\_
- May I assist you in the purchase of your next home? \_\_\_\_\_
- May I refer you? \_\_\_\_\_
- Do you have a home already selected? \_\_\_\_\_
- What features are you looking for in your next home? \_\_\_\_\_
- What areas are you considering? \_\_\_\_\_

