



SELLER QUESTIONNAIRE

SELLER DETAILS

Date: _____

Seller 1 Name: _____

Phone Number: _____

Email Address: _____

Seller 2 Name: _____

Phone Number: _____

Email Address: _____

Are you working with or have a signed agreement with a REALTOR®? ☐ Yes ☐ No

If yes, who? _____

PROPERTY DETAILS

Property Address: _____

Property Type: ☐ Residential – Owner Occupied ☐ Residential – Rental

☐ Duplex ☐ Tri-Plex/4-Plex ☐ Commercial ☐ Land

☐ Other: _____

Bedrooms: _____ Bathrooms: _____ Sq Ft: _____ Garage: _____

Amenities/Features: _____

Property Owners: _____

Is the home part of a: ☐ Trust ☐ Estate ☐ Probate ☐ Divorce

PLANS & MOTIVATION

Why are you selling? _____

Where are you moving? _____

What date do you want to sell by? _____

What is your motivation to sell on a scale of 1 to 10? _____



Do you need a 1031 Tax Deferred Exchange? ☐ Yes ☐ No

Do you need a CPA/1031 Referral? ☐ Yes ☐ No

When did you purchase the property? _____

Price Paid: _____ Amount Owed: _____

Have you made any improvements on the property since you purchased it? ☐ Yes ☐ No

What do you love most about the property? _____

Do you have a price you won't sell the home below? ☐ Yes ☐ No If yes _____

Do you own any other properties in the area? ☐ Yes ☐ No

Are you considering selling those? ☐ Yes ☐ No

Notes: _____

AGENT INFORMATION

How did you hear about me? _____

Are you interviewing any other REALTORS®? ☐ Yes ☐ No

If yes, who: _____

What are you looking for in a REALTOR®? _____

NEXT STEPS

☐ Home Tour _____

☐ Listing Paperwork _____

☐ CMA _____

☐ Follow Up Call _____

☐ Add to CRM _____