

PRELISTING LEAD SHEET

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Date: _____

CONTACT INFO

Name: _____

Email: _____

Street Address: _____

Family? How many? _____

Home Phone: _____

Cell Phone: _____

Work Phone: _____

Fax: _____

The best way to get in touch with you? _____

Best times to call? _____

Spouse Name: _____

Spouse Cell Phone: _____

MOTIVATION

1. Are you already working with an agent? (check one) yes no

(If yes) Have you signed an agreement? yes no

2. Why are you moving? _____

3. Where are you moving? _____

4. How soon do you need to be there? _____

5. What will happen if your home does not sell in the required amount of time?

6. Will you be receiving any corporate relocation assistance? yes no

7. Are you thinking about selling your home yourself? yes no

8. On a scale of 1 to 10, with 10 being extremely urgent, how motivated are you to sell your house?

(circle one) 1 2 3 4 5 6 7 8 9 10

9. DISC Profile: D I S C

HOUSE

10. Tell me a little about your house:

11. How many years have you owned the house? _____

12. How many square feet? _____

13. How many stories? _____

14. How many bedrooms? _____

15. How many bathrooms? _____

16. Have you done any updates or work on the house since you've owned it?

17. Rate your home on a scale of 1 to 10: _____

18. What would make it a 10?

FINANCIALS

19. How much do you owe on your mortgage? \$_____ 1st:_____ 2nd:_____ LOC:_____

20. How much do you think your house is worth? \$_____

21. How much do you want to list the house for? \$_____

22. What price would you go below? \$_____

23. Are you up-to-date on payments? yes no

24. Are you the sole owner of the house? yes no

25. If not, who else is on the title? _____

26. Do you own other real estate (investment, 2nd home)?

TRACKING & CONVERSION

27. How did you hear about our team?

28. What are the three things you expect from a realtor?

1. _____

2. _____

3. _____

29. Are you setting other appointments? yes no

If yes, with who and when? _____

SET THE APPOINTMENT

Lets set an appointment to meet so we can find out exactly what you want to accomplish.

This appointment should last 1030 minutes, depending on how many questions you have.

Is that OK? Well go through the home selling process and talk about your expectations and your goals.

Would _____ on _____ OR _____ on _____ be a better time for you?

Appointment Date: _____ Time: _____