

Pre-Listing Interview



- ☐ 0-3 Mo
- ☐ 3-6 Mo
- ☐ 6-12 Mo
- ☐ 1+Year

- ☐ Enter into Pipeline: _____
- ☐ Sent Pre-List Email: _____
- ☐ Sent CMA: _____

Date: _____

Name: _____ DISC

Other Decision Makers: DISC

Email: _____ Day Phone: _____

Hello _____! This is _____ how are you today? - Great! I see you spoke with one of my associates recently about getting a Detailed Valuation of your Home and I just have a couple of questions about the property, is now a bad time? (No) Ok Great!

I just need to verify a couple things about the home to be able to get you best estimate possible -

Property Address _____ Neighborhood _____

Type _____ Square Feet _____ Siding _____ Roof Age _____

Beds: _____ Master Up/Dn Baths _____ Garage _____ Basement _____

Updates/Upgrades in...

Kitchen (Counters, Backsplash, Cabinets, Appliances) _____

Bathrooms _____

Great Room _____

Master Suite _____

Other (Flooring, Porch, Windows, Heating etc) _____

Any other + or – that would affect the price? _____

Ok, thank you, you've given me some great information and this will help a lot with the estimate.

Did you already have an idea of what your home's market value is? _____

How did you arrive at that number? _____

Ok, thank you. Now if this value comes back favorably for you what would that do for you? Are you looking to refinance? Or are you considering selling in the near future?

Perfect! I understand where you're coming from!

It usually takes me a day or so to review all of the information and compile the custom analysis for you, after that I'll be ready to meet with you and review the information to make sure we get everything right. When is the best day and time to meet and go over the Market Analysis?? Awesome! Is this the best number to reach you at?

Date_____ Time_____

Meeting Notes

Date: _____

Time: _____

Suggested Price:

\$ _____

Call back on:

Notes:

[illegible]