**Seller Counselling Power Questions**

* Why do you want to sell your home?
* Have you bought and sold before? With who?
* How long have you lived here?
* How has your situation changed since you purchased your home?
* What improvements have you made to your home since you bought?
* What is your approximate mortgage balance?
* Who are the decision makers?
* Where are you hoping to move to?
* How much longer will your home meet your needs?
* How soon do you plan to buy?
* How do you feel about the current market? What have you heard?
* At what point would you seek the services of a real estate agent?
* What is the longest time you see yourself living here?
* How much do you want to list your home for?
* How much are you planning to put down on the next property?
* Who else are you interviewing?
* What did you like about the last real estate agent?
* What are the specific services you want from me?
* How often would you like to hear from me?
* What is your preferred method of communication? Phone? Email? Text?
* What are your biggest fears or concerns?
* What do you look for when you choose a real estate agent?
* What would the most important factor be to you?
* What have you found is the biggest asset of having a good realtor...?
* After you buy or sell, what do you expect? How often do you want that?
* How would you make buying and selling a home better?
* What has been your experience in dealing with realtors?
* Why is that a deciding factor for the realtor you choose?
* What do you like about Company X Y Z?
* If we were to agree upon a marketing plan, are you ready to list your home?
* Have you started looking for your next home yet?
* Do you need the proceeds of this home to buy your next home?
* What would it take for you to list with me today?
* What is your biggest concern? Price? Time? No Stress?
* What is the price you have in mind?
* What if your home does not bring you the desired price?
* What will you do if your home does not sell?
* What questions do you have for me?