



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?