

# Gathering Information on the Phone From the Seller

Seller: \_\_\_\_\_ Date: \_\_\_\_\_

Property Address: \_\_\_\_\_

1. How long have you lived in your present home?
2. What "major improvements" have you made on your present home?
3. What's your reason for moving?
4. When do you want or have to move?
5. What other source of funds do you have available to you?
6. How do you feel about owner financing?
7. Who else are you talking with about the sale of your house?
8. How did you arrive at your price?
9. What are your major concerns in making a move?
10. What is most important to you: Pricing? Timing? Convenience?
11. What would it do to your plans if you couldn't sell?
12. What would it take to list with me today?

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