

## **Seller Overview**

**ADDRESS:** “Can you tell me where the property is located?”

**OWNERSHIP:** “Are you the only owner of the property or is it owned by you and another person?”

- “If owned by another person may I have their contact information?”

**MARKETING:** “Do you currently have your property listed with a real estate agent?”

*If Listed with an Agent*

- “List Price?”
- “When does the Listing Agreement with your Agent expire?”
- “Why do you think this property hasn’t sold yet?”

**OCCUPANCY:** “Are you currently living in the property?”

*If Occupied by Tenant*

- “How much is the rent?”

**PROPERTY:** “Could you tell me a little bit about the property itself?”

- Property Type (Single Family Home, Condo, etc)
- Beds, baths, square feet, one or two story, etc
- Year built, garage type, pool/ spa, yard/ acreage
- Property Condition (perfect, needs a few things, needs some work, etc)

**MOTIVATION:** “Sounds like a nice property, why would you ever consider selling it?”

- When do you need to have this sold by? Why that time frame?
- What are you going to do if you don’t sell this property by then?

**MORTGAGE:** “How much do you owe on the property?”

- What is the total monthly payment?
- If two mortgages, what is each loan amount & monthly payment
- Are they current or behind on payments?
- If behind, how many months? Who are the mortgage companies?
- Any HOA monthly fees?