

Property Address: _____

Names of owners: _____

Phone Numbers: H: _____ W: _____

E-mail address: _____

Best way to remain in contact: _____

Date and time of the listing appointment: _____

PRE-LISTING APPOINTMENT QUESTIONS TO ANSWER

- 1) Why are you selling?
- 2) Will your next home also be in the state of Maryland?
- 3) How soon do you need to sell?
- 4) Do you already have an agent who is helping you find another home?
- 5) Do you have an opinion of the current market value of your home?
- 6) How did you arrive at your opinion of value?
- 7) What do you like most about your house?
- 8) What type of people would best enjoy your home?
- 9) What is the single most important consideration in selecting an agent?
- 10) What do you expect from a real estate agent?

Thank you for completing this pre-meeting form.