

Prospective Seller Application

By: The Allegiance Realty Team

Fill out completely and have available at the listing interview.

The most critical factor to having a successful real estate experience is to get clear about expectation levels. In order to do this, we need to know several critical pieces of information about you and your situation. This application is divided into 4 parts. Make sure you answer each part as thoroughly as possible. Your answers will be reviewed at the listing interview.

Part 1: Personal Information

Part 2: Qualifications

Part 3: Additional Information

Part 4: Self-Ratings

Part 1: Personal Information:

_____	/	_____	/
(Name)	(Spouse)	(Date)	
_____	/	_____	/
(Address)	(City/State)	(Zip)	
_____	/	_____	/
(Home phone)	(Work Phone)	(Cell Phone)	(Fax)
_____	/	_____	
(E-Mail)	(Web Address)		

Part 2: Qualifications:

How long do you think it will take to sell your home?

What do you think the job is of a listing agent?

Who do you think will sell your home - the listing agent or the buying agent?

Why wouldn't your home sell?

How well do you accept feedback about your home?

What are the best features of your home?

What are the worst features of your home?

How often do you expect your agent to communicate with you?

What are your thoughts about adjusting to market conditions?

Do you expect open houses?

What kind of advertising do you expect to be done for your property?

Are there any restrictions on showing your home?

Will your home be in “showable” condition at all times?

Have you had your home pre-inspected - or do you know of any problems?

Have you refinanced your home in the past few years?

Do you have to sell this home before buying another?

Have you ever sold a home before? On your own or with an agent?

What is your biggest concern about selling your home?

Do you absolutely have to move? What is your motivation level from 1 to 10?
