

## NEEDS ANALYSIS INTERVIEW – Listing

Name \_\_\_\_\_

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

Owner Address (if different): \_\_\_\_\_

Home Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Stories/Style: \_\_\_\_\_ Sq Ft \_\_\_\_\_ Pool: \_\_\_\_\_

May we call you at home? Cell? Work?

Do you have any corporate assistance (e.g. relocation package)? Have you already received the package? Do you have your buyout?

---

### Reasons/Motivation

1. Are you talking to other real estate agents?
2. Is there anyone else who will be involved in the decision to list the property?
3. Have you definitely decided to move?
4. Why have you chosen to move now?
5. What are your plans after the property sells? Are you leaving the area? Looking for a larger or smaller home?
6. What do you see as the biggest benefit of this move?
7. What do you see as the main drawback of this move?
8. What will this move accomplish for you?
9. What would happen if it didn't sell?
10. Why are you selling?



## **Urgency**

11. How soon would you like to be moved?
12. Why is that an important time to move?
13. How would your plans be affected if you moved earlier/later?
14. If we found a buyer, how soon could you give possession?
15. Would you like to buy first or sell first?
16. Are you able to perform the closing without selling first?

## **Opinion of Value**

17. What price were you considering for your home?
18. What nearby homes do you feel compare favorably to yours?
19. What price did they receive?
20. How do you feel your home compares?

## **Previous experience in real estate Transactions**

21. How long have you owned this house?
22. Tell me about your experiences in buying and selling real estate.
23. How have your past experiences been?
24. What is your main reason for considering a real estate agent?
25. What is the most important service a real estate agent should be able to provide for a seller?



ERA Top Guns Realty, Inc. • 1879 N. Hwy 25 Travelers Rest, SC 29690/  
15481 N. Hwy. 11 Salem, SC 29676  
800-862-9098 • [www.ERAtopgunsrealty.com](http://www.ERAtopgunsrealty.com)



Handwritten blue ink scribbles or marks.

