

LISTING APPOINTMENT PROFILE SHEET

Date _____

"I'd like to ask you a few general questions so we're prepared for our appointment."

1. Names? _____ D I S C

2. Is there anyone else on the title? _____

3. Address: _____ City _____ Zip _____

4. Phone: _____ Phone: _____ Other: _____

Email: _____ Email: _____

5. How did you happen to call The Morris Group? _____

6. Why are you selling? _____

7. What is the style of your home? Ranch 2-story Other: _____ Subdivision _____

Age of home _____ Years lived there? _____ What did you pay _____

What do you owe _____ # of BR's _____ #BA's _____ Garage 2-c 2.5-c 3-c

Other _____ Basement yes / no If yes, finished / unfinished Comments: _____

8. Recent updates? _____

9. On a scale from 1 – 5, with 1 being your home's condition is not ready to market and 5 being your home is ready to market, how would you rate your home? _____

10. Will you be interviewing other Agents? yes no Have you already met with them? yes no

May I ask their name(s) _____ Company _____

11. What's most important to you when choosing an agent? _____

12. When would you like your home on the market? _____

13. What price do you think your home will sell for? _____

I will pull some preliminary comps. What price range should I pull? _____

Have you had an appraisal performed on your home anytime in past few years? \$\$ _____

14. What have other homes sold for in your neighborhood recently? _____ How does your home compare _____

15. Do you have more than 1 mortgage? _____ Are you current with your mortgage payments? _____

16. Have you sold a home before? Yes No If yes, tell me about your experience.

17. Agent likes to do a 2-step market presentation. The first step is to have agent come over to tour your home.

Agent would like to see your home during the day so she/he can see the home in the same light that a buyer will. When would be a good time for you? _____

18. Children? _____ Names _____ Any pets? _____

NOTES: _____

Referral letter to: _____ Taken By: _____ Submitted date: _____