

CHERYL FAIRBANKS' SELLER INTERVIEW FORM

Name _____ Date _____

Address of listing: _____

(mailing, if different) _____

Subdivision/City _____

How do you prefer we communicate with you? Home Phone _____

Work Phone _____

Mobile Phones (his:) _____ (hers:) _____

E-mail Address(es) _____

Where are you going & How soon do you need to be there? _____

Are you already working with an agent there? _____

Sq. Ft _____ Per _____ Year Built/Age _____ Lot Size _____

Bedrooms/Baths _____ # Stories _____ Mstr Up _____ # Fireplaces _____

Garage _____ Att/Det? _____ # Living Rooms _____ # Dining Rooms _____

Roof Type/Condition _____ Exterior _____ Fence Type _____

Patio/Deck? _____ Covered/Open _____ Security System _____

Sprinkler? _____ Front / Back _____ Pool Type/Age _____ Hot Tub, Portable/Built-in

Rate Pool and hot tub condition on scale of 1-5 (5 is great) P _____ HT _____

Extras (i.e.: outdoor kitchen) _____

School District _____

Circle All That Apply:

Study Gameroom Media Room Exercise Room Wet Bar Sep Quarters

Built-in Cooktop/Oven Range Microwave Disposal Dishwasher(s)

Compactor Kitchen Island Refrigerator Remains Utility Room

Washer and/or Dryer Remains

Extras (e.g: outdoor kitchen) _____

Updates: St St Appl? _____ Hardwood floors? _____ Tile? _____ Carpet colors: _____

Counters/Cabs: _____ Bathrooms? _____

Hardware/Fans _____ Stair rails _____ Paint

colors: _____ Wood Stain/Paint? _____ Equipment? _____

Financing Details:

Original Sales Price _____ Year Bought _____
Loan Balance _____ 2nd Loan Bal _____
Monthly Payment(s) _____ Last Payment Date _____
Taxes/Insurance Incl in Pmt? _____ Refi Date/Amount _____
HOA? _____ Mo/Ann Dues _____ FHA? _____ Builder's Name? _____

Pre-List Questions:

What was the #1 reason you bought this house? _____

When was the house last on the market? _____ Any offers? _____

In considering recent area sales, is there a particular property you want me to pay special attention to? _____

What price do you have in mind? _____

Rate your motivation on a scale of 1-5 w/5 being very *motivated*: _____

Are you interviewing anyone else? Y ____ (What are you looking for in the agent who represents you?)

Will you be home (for the pre-listing package delivery) _____?

Of course, you and your spouse(partner) will both be there, right? _____

Please have your loan documents, survey, key and payment coupon out.