



## HOME LISTING INFORMATION

Seller Name \_\_\_\_\_ Home # \_\_\_\_\_ Office # \_\_\_\_\_  
 Address \_\_\_\_\_ FAX # \_\_\_\_\_  
 Mailing Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_  
 Referred by: \_\_\_\_\_ Office # \_\_\_\_\_ Fax # \_\_\_\_\_  
 Company: \_\_\_\_\_ Home # \_\_\_\_\_ Other # \_\_\_\_\_  
 Address: \_\_\_\_\_ Referral Source: \_\_\_\_\_ % Agreed On \_\_\_\_\_  
 City/St/Zip: \_\_\_\_\_ Thank Referring Party \_\_\_\_\_

1. How did you hear about The Drelise Team of Real Estate? \_\_\_\_\_
2. Why do you want to sell? \_\_\_\_\_
3. When would it be convenient for all decision makers to meet with us? \_\_\_\_\_
4. Do you own any other properties in the area? \_\_\_\_\_ If yes, where? \_\_\_\_\_
5. Are you thinking of listing them also? \_\_\_\_\_
6. Where are you moving to? \_\_\_\_\_ Do you know a real estate professional there? \_\_\_\_\_
7. When do you need to sell? \_\_\_\_\_
8. How much do you want to list for? \_\_\_\_\_
9. How much are your underlying loans? 1<sup>st</sup>: \_\_\_\_\_ 2<sup>nd</sup>: \_\_\_\_\_ 3<sup>rd</sup>: \_\_\_\_\_  
 PITI: \_\_\_\_\_% PITI: \_\_\_\_\_% PITI: \_\_\_\_\_%
10. Are you interviewing any other agents? \_\_\_\_\_
11. Is there anyone else who will be helping you make a decision about buying? \_\_\_\_\_
12. Where are you employed? \_\_\_\_\_ What is your combined income? \_\_\_\_\_
13. If we answer your questions to your satisfaction, will you list your property when you meet (Name)? \_\_\_\_\_
14. What are you looking for in hiring an agent? \_\_\_\_\_

<p><b><u>Advertising</u></b></p> <p>Ad Snap Arrow 4 Sale Hotline Prospector Tour Yellow Pages</p> <p><b><u>Telemarket</u></b></p> <p>Cold Call Expired FSBO Just Listed Just Sold Farm Area</p>	<p><b><u>Direct Mail</u></b></p> <p>Just Listed Just Sold Farm Video</p> <p><b><u>Other</u></b></p> <p>Past Client Referral Agent Ref. Convention Sign Call Flyer Open House TMA Expired FSBO</p>
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**PRESENT HOME**

Price Range \$ \_\_\_\_\_ Minimum \$ \_\_\_\_\_ Maximum \_\_\_\_\_  
 Down Payment \$ \_\_\_\_\_ Monthly Payment \$ \_\_\_\_\_  
 # Bedrooms \_\_\_\_\_ # Baths \_\_\_\_\_  
 Square footage \_\_\_\_\_  
 House type: Single Family – Townhouse/Condo – Patio Home  
 Other \_\_\_\_\_ Pool, YES – NO  
 Parking: 2 Garage 3+ Garage 2 Carport \_\_\_\_\_  
 Special Features \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Directions: \_\_\_\_\_  
 \_\_\_\_\_

**FUTURE HOME**

Price Range \$ \_\_\_\_\_ Minimum \$ \_\_\_\_\_ Maximum \_\_\_\_\_  
 Down Payment \$ \_\_\_\_\_ Monthly Payment \$ \_\_\_\_\_  
 # Bedrooms \_\_\_\_\_ # Baths \_\_\_\_\_  
 Square footage \_\_\_\_\_  
 House type: Single Family – Townhouse/Condo – Patio Home  
 Other \_\_\_\_\_ Pool, YES – NO  
 Parking: 2 Garage 3+ Garage 2 Carport \_\_\_\_\_  
 Special Features \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Directions: \_\_\_\_\_  
 \_\_\_\_\_

Comments: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_