5 Step Seller Survey

GOAL: 1. Screen for MOTIVATION to sell

2. Connect with Motivated Sellers ONLY

- 1. Introduction, build rapport and collect seller contact information
- 2. Property information: Address, condition, Vacant/Occupied, size, bedrooms, year built, neighborhood, etc
- 3. Seller motivation: Sounds like a nice home, "why" are you selling?

 "If we agree on price, how soon would you want to close"
- 4. Price: "If I can buy your house as-is, close when you want and you pay no realtor commission, what is the lowest price you would take?"
- 5. IF they are motivated and can accept a low enough price... schedule the face to face meeting to buy their house

1		2		3		4	5
Date	Name/Phone	Property information	How hear?	"Why" selling	"When" close?	Lowest price?	Meeting date/time