



GAIL HARTNETT
REAL ESTATE TEAM

Seller Questionnaire

These questions will give us a starting point for discussion. Some are to make sure you truly need my services and others will help identify a timeline.

How comfortable are you with identifying the price to sell your house and finding buyers to purchase it (very, somewhat, or not at all comfortable)?

How experienced are you with the selling process to include marketing, negotiating the items that can be negotiated, negotiating multiple offers, when you can and cannot backout of the transaction, what to look for in the title and inspection reports, what to do if the appraisal is less than your asking price, and the timeline of the process (very, somewhat, or not at all comfortable)?

What has prompted you to sell your house?

What is your timeline to sell and what is influencing that date?

How much do you owe on your mortgage loan? _____

What amount of cash do you have in the event you decide to have someone professionally clean your home, carpet cleaning, a pre-inspection(s), home warranty, or need to make repairs?



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What amenities does your house and property have?

What major repairs and renovations have been done?

How old are your appliances?

Refrigerator: _____

Stove: _____

Dishwasher: _____

HVAC: _____

Water Heater: _____

Other: _____

What do you think your home and/or property are worth? _____

What about this move are you not looking forward to?

What about this move are you most excited about?

What forms of communication are you comfortable with: phone calls, emails, text messages? _____