

HOMEWORK FOR YOUR HOME

Relationships are important to us. We would like to learn all about your real estate expectations and experiences as well as the features of your home when we visit.

_____

Subject



What are you looking for in a Realtor?

We believe that in any good business relationship, there has to be open and honest communication between the partnership. After all, we would be entering a short-term partnership. Establishing a good working relationship with each other is a two-way street.

In order for that to take place we all have to determine whether we are a good match for each other.
Please help us determine that by completing the following.

The better we understand your expectations, the more effectively we can serve you.

Explain any past Realtor experiences that you liked or disliked.

_____

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What are the 3 most important factors in determining your decision of a Realtor.

1. _____
2. _____
3. _____



What Do You Love Most About Your Home?

What attracted you to this home when you made the decision to buy it? We don't want to miss anything. In order to do a better job of marketing your house it would be most helpful if you can help us determine the best features of your home. Please share with us what you like most about your house. Put yourself in the buyer's shoes! After all, nobody knows your home better than you do.

So ask yourself: "If I were a buyer, what features of this property would I find most attractive?"

1. _____

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2. _____

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3. _____

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4. _____

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5. _____

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6. _____

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7. _____

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8. _____

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TOOT YOUR OWN HORN!

We want to hear it all, this is your chance to go brag all you want. Tell us all about the updates and improvements done to your house. If you have a newer home, any major upgrades?

Improvement, update, or upgrade	Year done

Your idea of what the square footage and the year your home was built is sometimes different from what we have researched. Please give us an idea as to what your perception of the following are:

SQUARE FOOTAGE:_____ **YEAR BUILT:**_____



How Did You Hear About Our Real Estate Services?

Please check off **all** that apply.

Please mark you most prominent answer with a **#1.**

O Yard Sign (called from one of our real estate signs)
O Brochure Boxes (called from BBox in front of property)
O Direct Mail was received, [ ]postcard or [ ]newsletter
O Referred by a Friend or Relative or Business associate
O Referred by a Realtor
O Referred by a Relocation Company
O Reputation
O Cinema Ads
O TV Commercial
O Open House
O Expired Listing Prospect
O For Sale By Owner Prospect
O Previous Client
O Chamber of Commerce
O Yellow Pages

<u>Internet:</u>
O Realtor.com
O Company Website
O Personal or Team Website
O Visualtour.com
O Somewhere online but don't remember which site
O Other Website: _____

The Best Way to Get Ready for Our Meeting

- O Survey—If available.
- O Floor Plan—If available.
- O Title Insurance Policy (not warranty deed)
- O Current Mortgage Statement (s)
- O Alternate address if applicable.
- O Homeowners Association contact information
- O Homeowners Association fees
- O Neighborhood by-laws
- O Seasonal pictures of your home (open swimming pool, wooded lot, perennials, flowering plants and trees, etc)
- O Front Door Key

THANK YOU FOR BEING PREPARED!