

HOME SELLING GOALS & OBJECTIVES

It's important for you and your agent to have a clear idea of why you're selling and what you hope to get out of your selling experience. Take a moment to honestly answer the following questions, then share your answers with your agent.

Why have you decided to sell your home now?

What are your most important needs and concerns?

What services provided by an agent are most important to you?

What has been your past experience in buying or selling a home?

What made you select your present home?

What are the special features about your house and neighborhood?

Any drawbacks?

What would it take to list your home for sale today?