

Important Questions...

- Motivation! Why have you decided to sell your home?
- Timing! Are you flexible in timing or are we working towards closing by a certain date?
- Decision Making! Will anyone else (family members, financial advisors) be involved?
- Communication! How often would you like updates?
- What is your preferred method of contact?
- Previous Selling experience! Bad/Good/Explain
- Personal Property! Are you planning to include any personal property in the sale?
- Condition of the home! Any problems with the property that will need to be disclosed?
- Concerns! Are there any general concerns you would like to discuss?
- Are you aware of any liens on your home?
- Are there any easements or encroachments associated with your home?
- Is there a HOA? What are the dues/how often? Is there a transfer fee?
- Are there any litigation with the HOA?
- Are there any HOA assessments that you are aware of?
- Are there any physical issues with your home?
- Have you had to do any major repairs
- If you did any additions, were they permitted?
- Age of the Roof, AC, Water Heater?
- What are the highlights of your home?
- Do you have a survey?
- Do you have floor plans?