**Pre-List Questionnaire**

Below are a list of questions that you should send out to vendors prior to the listing presentation. This will help you to discover their situation, motivation, and values.

1. What influenced you to purchase this property?
2. When friends and family visit, what are some of the comments they make about your home?
3. What are the top 3 things about our home?
4. When do you see your property coming onto the market?
5. Have you sold a property before? If so, how did it go?
6. What time of the day does your home look best?
7. When you move from here where will you go?
8. Any additional comments to help us understand your situation