



QUESTIONS FOR LISTING APPOINTMENT

The Mike Parker Team · HUFF Realty · 60 Cavalier Blvd. · Florence, KY 41042 · Office 859.647.0700 Fax 859.486.6340

"Thank you for calling, to better serve your needs, do you have time to answer a few questions?"

1. What's your name? Make sure you get the correct spelling
Seller 1 _____
Seller 2 _____
2. Are you the person we should contact?
YES NO If No, who? _____
3. What is the address of the property you want to sell?
Street # & Street _____
City, ST, Zip _____
4. Mailing Address, if difference
Street # & Street _____
City, ST, Zip _____
5. What are the telephone numbers we should use to contact you?
Home _____ Work _____
Cell _____ Email _____
6. Is your home in a community?
YES NO HOA\$ _____ MO/ QTR/ YR Managed by? _____
7. Is your home currently listed?
YES NO Price? _____ DOM? _____
Listed by? _____
8. Approx. age of your home? _____ Lived there how long? _____
9. What style is your home?
BD _____ BA _____ GA _____ Front Side Built-in
10. Do you know the square footage?
YES NO If so, what? _____



Email – Mike@MikeParker.com
Web – www.NKYHomes.com



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11. House details -

Style		Basement		Living Rm	
2-Story _____	Ranch _____	Full _____	Finished _____	Floor _____	Fireplace _____
Bi-Level _____	Tri-Level _____	Partial _____	Prtly Fin'd _____	Walkout _____	Walkout _____
None _____					
Family Rm	Kitchen	Dining Rm	Master BD	Master BA	
Floor _____	Floor _____	Floor _____	Floor _____	Floor _____	
Fireplace _____	Counters _____	Chandelier _____	Walk-in Clos _____	Tub _____	
Walkout _____	Pantry _____	Walkout _____	Bath _____	Shower _____	
	Island _____			Vanity _____	
	Walkout _____				
A/C	Heat	Water	Sewer	Gas	
Central Air _____	Gas _____	Public _____	Public _____	Natural _____	
Window Unit _____	Electric _____	Cistern _____	Septic _____	Propane _____	
	Other _____	Other _____	Other _____	None _____	

Schools

Elem _____

Middle _____

High _____

12. Do you live in your home? YES NO Is your home vacant? YES NO

13. Have you done any remodeling or updating since you bought your home? YES NO
If so, what?

14. Where are you moving to? _____
Would you like a referral agent? YES NO

15. Are you interviewing other agents? YES NO Who? _____

16. What price range do you think your home will sell for? _____



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17. When is a good time for Mike to come over?

Date: _____ Time: _____

18. We appreciate your call!! It was a pleasure talking to you – how did you happen to hear about The Mike Parker Team? _____

Pre-Listing Plan

	Pre-Listing Questionnaire Completed
	Contact posted to Respond (Interview – Listing Prospect)
	Appointment Set in Respond/Blackberry/Book
	Realist Info/Old MLS
	Order Deed / Plat - CONFIRM OWNERS NAME
	Take Preliminary Outside Picture
	Make Flyer / List Pres / Brag Book / List File
	Have Pre-Listing Package Delivered
	Confirm Appointment w/prospect
	File Ready to Go



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