

## Understanding Your Expectations

Answering the following questions will help us to understand what is most important to you in the sale of your property.

### Communication

- How important is regular communication with your real estate professional?
- What information is important to you?
- How often do you want to be contacted, and what is your preferred way of staying in touch?

### Motivation

- Why are you considering selling your property at this time?
- How far along are you in the home selling process (just exploring the possibility of selling, or definitely committed to putting your property on the market)?

### Time Frame

- Is there a certain date by which the sale of this property needs to close?
- How flexible are you on this time frame?

### Relocation Assistance

- Will you need information or assistance in moving to a new area?

### Home Selling Decisions

- Are there any other individuals who will be involved in your property sale decision?
- May we please have permission to speak with them?

### Price

- Do you have specific expectations as to the selling price of your property?
- If so, what do you base this figure on?
- Do you anticipate a certain amount of net proceeds from this sale?

### Marketing Plan

- Are there specific activities you expect to see included in the marketing of your property?

### Previous Home Selling Experience

- Have you ever sold a house before?
- If so, how many, and how recently?

### Positive experiences

- What were the most positive features of your previous home selling experiences?
- If you have never sold a house before, what would help to make this a positive experience?

### Concerns

- Were there any unsatisfactory features of your previous home selling experiences?
- If you have never sold a house before, what would help to make this a positive experience?

### Expectations

- What are your expectations of me as your real estate professional?
- What specific services and support do you look forward to receiving from me?

*Thank you for visiting TopCharlotteAgent.com—Please let us know if you have any questions or thoughts about Charlotte Real Estate.*

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