

Valerie M. Blake's  
**DCHomeQuest**

# H O M E S E L L E R S U R V E Y

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**RLAH.**  
REAL ESTATE

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# GETTING TO KNOW YOU

## Basics

Who is the primary contact during our association and what is the best way to reach him/her? \_\_\_\_\_

Whose names are on the deed? \_\_\_\_\_  
\_\_\_\_\_

## Others Involved

Who is helping you make decisions about this sale?  Employer  Parent(s)  Friend  
 Spouse/Partner  Nobody  Other: \_\_\_\_\_

Is the property tenanted?  No  Yes

If so, does the tenant have a lease?  No  Yes, it expires: \_\_\_\_\_

Who else lives in the home? \_\_\_\_\_

Any non-English speakers?  No  Yes, Language: \_\_\_\_\_

Your Pets:  None  Cat  Dog  Other

How many? \_\_\_\_\_

If Dog, Breed: \_\_\_\_\_ Weight: \_\_\_\_\_

How will they be cared for during showings? \_\_\_\_\_  
\_\_\_\_\_

## Timing

What is prompting your move? \_\_\_\_\_

How soon do you need to sell? \_\_\_\_\_

## Financial

Are your payments in arrears?  No  Yes, for \_\_\_\_\_ months

Have you received a notice of foreclosure?  No  Yes When? \_\_\_\_\_

What is the balance on your mortgage(s)? \_\_\_\_\_

What is your current monthly payment? \_\_\_\_\_

What price would you like to get for your home? \_\_\_\_\_



# SERVICE EXPECTATIONS

Your answers to these questions will guide me in how to best serve you. Let's plan on discussing these at our meeting.

Have you ever sold a home before?  Yes  No

If yes, when and where? \_\_\_\_\_

What are the top three things you want to accomplish from this sale?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

What are the top three expectations you have of your real estate agent?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

What part(s) of the selling process are you most concerned about and why?

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## PROPERTY STATISTICS

### Location

DC  MD  VA  Urban Feel  Suburban Feel

Neighborhood \_\_\_\_\_

What do you like about your neighborhood?

\_\_\_\_\_  
\_\_\_\_\_

What do you dislike about your neighborhood?

\_\_\_\_\_  
\_\_\_\_\_

What activities are found nearby?  Schools  Shopping  Dining/Nightlife

Transportation:  Metrorail  Metrobus  Car  Other \_\_\_\_\_

### Structure

Type:  Condo  Cooperative  Townhouse/Rowhouse  Detached

Age:  New  1-20 years  21-50 years  51-100 years  Other: \_\_\_\_\_

Condition:  Move-in  Needs only cosmetic work (e.g. carpet, paint)

Needs some renovation (kitchen, baths)  Needs total overhaul

### Exterior

Style:  Victorian  Craftsman  Federal  Bungalow  Contemporary

Rambler  Other: \_\_\_\_\_

Lot:  City lot  Up to 1/2 acre  1/2 - 1 acre  1+ Acres

Features:  Garage  Off-street Parking  Porch/Balcony  Deck/Patio

Shed/Storage  Other: \_\_\_\_\_

### Interior

Style:  Formal  Casual  Cozy  Contemporary  Industrial

Size:  <1000 SF  1001-1500 SF  1501-2000 SF  2001-3000 SF  3001+ SF

Floorplan:  Traditional  Open  Loft  Other: \_\_\_\_\_



## ABOUT YOUR HOME

What are the most appealing features of your property?

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What features does your property have that differentiate it from other properties in your neighborhood? \_\_\_\_\_

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What changes or enhancements are you thinking about to make your property as saleable as possible?

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Do you have any special terms or conditions regarding the sale of your property that I should be aware of (e.g., items of personal property to be excluded, special title needs, coinciding settlement requirements)?

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Are you aware of any problems or concerns regarding the property that will need to be disclosed to prospective buyers?

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Are there any items that currently require repair?  No  Yes

If so, will they be repaired prior to marketing the property?  No  Yes What are they?

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## COMMUNICATION

What form of communication do you prefer?

- Email  Phone/Voicemail  Text  Facebook  
 Other (explain) \_\_\_\_\_

How early and how late may I contact you with important information?

\_\_\_\_\_

How frequently would you like to be updated on the status of your transaction?

- Daily  Weekly  When something important happens  
 Other (explain) \_\_\_\_\_

Will you be going out of town during the transaction?  Yes  No

If so, when? \_\_\_\_\_

How can I best reach you while you are away? \_\_\_\_\_

Are there particular showing days or hours you would like to exclude?

\_\_\_\_\_

How much and what type of advance notice would you like before a showing?

\_\_\_\_\_

How else may I be of service?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Did you find this survey helpful?  Yes  No

Why or why not?

\_\_\_\_\_

\_\_\_\_\_