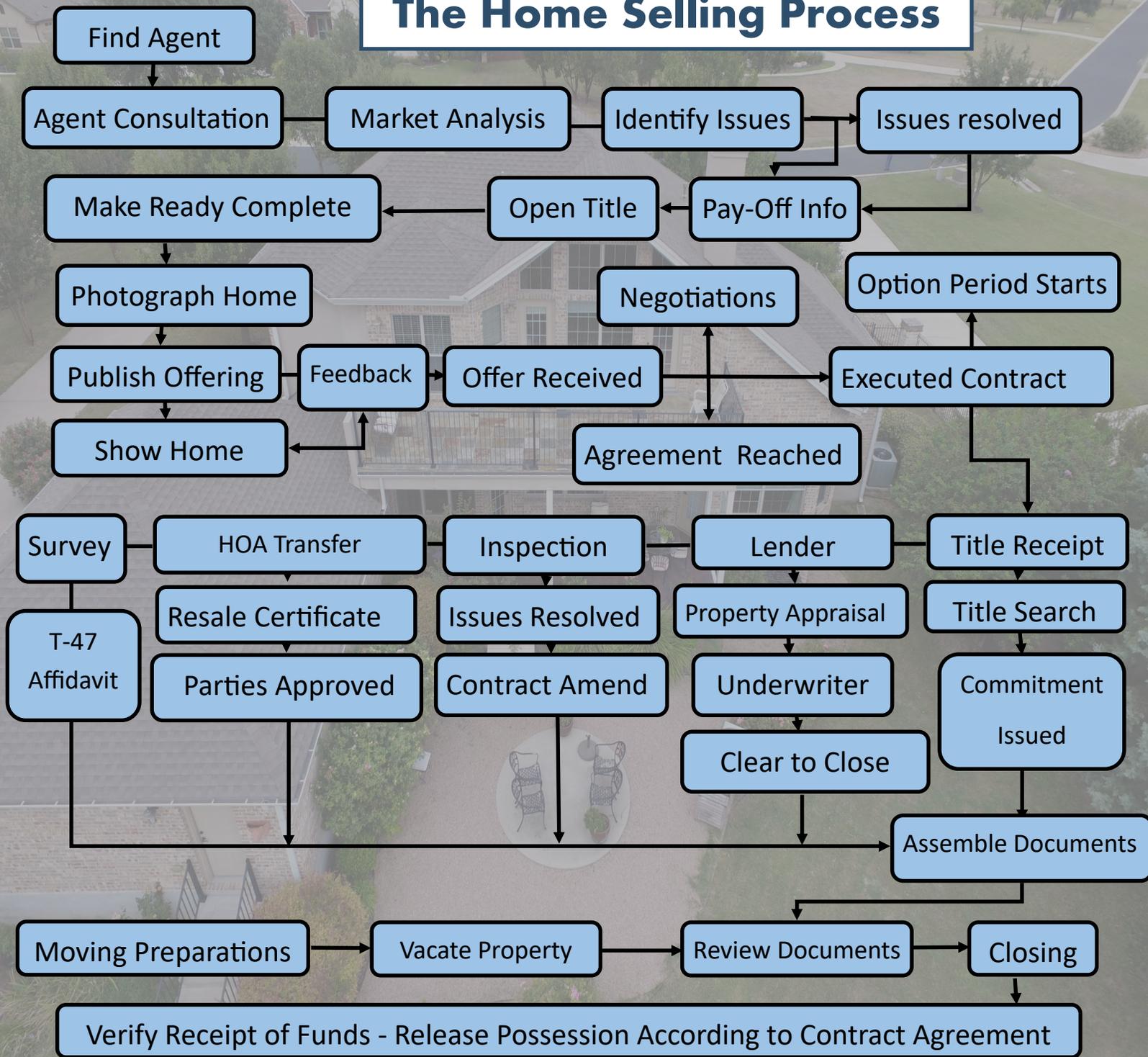


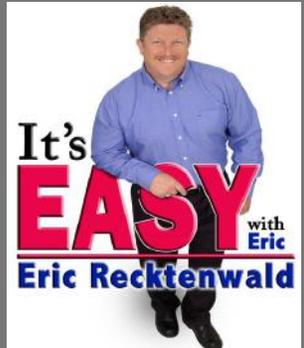
# The Home Selling Process



## Typical Seller Paid Expenses

- Tax Proration for Taxes Due
- HOA Transfer Fees and Resale Certificates
- 1/2 Real Estate Settlement Fees
- Owners Title Policy
- Survey if Agreed by Contract

**If you like my  
Services Please  
Tell your Friends  
If you are Buying or  
Selling a Home  
" It's Easy With Eric "**



# About You

Name \_\_\_\_\_

Phone Number \_\_\_\_\_ Email: \_\_\_\_\_

Married      Single      Divorced

Favorite Foods \_\_\_\_\_

Favorite Drinks \_\_\_\_\_

Sports \_\_\_\_\_

Church /Charities \_\_\_\_\_

Military Service \_\_\_\_\_

Alma Matter/Schools \_\_\_\_\_

Hobbies \_\_\_\_\_

Travel \_\_\_\_\_

## Children & Pets

Names \_\_\_\_\_

Ages \_\_\_\_\_

Schools Attending \_\_\_\_\_

Sports \_\_\_\_\_

Clubs/Activities \_\_\_\_\_

Pets / Animals \_\_\_\_\_

## Referrals

Thank you for taking the time to give me information that will be useful serving you and helping you to find the perfect home. Over the course of working together we do everything we can to assist you in finding and purchasing the best possible home for your needs. Our ability to provide top notch services to you is a result of so many of our clients referring there friends, family, co-workers , and others to us all the time. It is my hope that you find our services, systems, support, knowledge, and processes to be the best they can be and that we make the home buying process so EASY and Enjoyable and Successful that you can not wait to send me your referrals. Now and in the future there is no greater form of appreciation that I can received than for you to refer me and my team at RE/MAX Capital City.

**Who do you know that we can serve ?**

# About Your Home

Property Address \_\_\_\_\_

How long have you lived here or owned this property? \_\_\_\_\_

Is there any time limit for your move or sale? Finished, or just getting started? Are you ready to get the ball rolling today? If not, why?:

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Is this a principle residence or investment property? List the major improvements you have made on the property since you have owned it:

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Has the home previously been on the market?            Yes                                    No

If YES: Why do you believe the home did not sell? What would it take to list this home with me today? Are you talking with any other Agents/Companies about Listing your home? If I can show you a plan that leaves no doubt we can accomplish the goals, are you ready to get started?

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Do you owe on the property, if so how much? Do you have resources such as company relocation or other funds if needed for a move?

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Do you want to "cash out" for this sale, or is creative financing an option for you? ie) Are you willing to finance the buyer? Can you buy another property without selling this home first?

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