

Midwest Auction Collective

The Go To Auction Platform for the Midwest

The Midwest Auction Collective is a regional alliance of premier auction affiliates providing one location on the web for online auctions. Serving Kansas, Missouri & Oklahoma.

Listing Lead Sheet

Date: _____

CONTACT INFO

Name	_____		
Email	_____		
Street Address	_____	Names of Children	_____
Home Phone	_____	Cell Phone	_____
Work Phone	_____	Fax	_____
What is the best way to get in touch with you?	_____	What times are best?	_____
Spouse Name	_____	Spouse Cell Phone	_____

Motivation

1. Why are you selling? _____
2. Where are you moving to? _____
3. Are you already working with an agent? (check one) yes no
If yes, have you signed an agreement? yes no
4. How soon do you need to be there? _____
5. Will you be receiving any corporate relocation assistance? yes no
6. Are you thinking about selling your home as a FSBO? yes no
7. On a scale of 1 to 10, with 10 being extremely urgent, how motivated are you to sell your house?
(circle one) 1 2 3 4 5 6 7 8 9 10
8. What will happen if your home does not sell in the required amount of time?

House Details: _____

10. Tell me a little about your house: _____

11. How many square feet is your house? _____
12. How many stories? _____
13. How many bedrooms does it have? _____
14. How many bathrooms? _____

15. How many years have you owned the house? _____
16. Have you done any updates or work on the house since you've owned it? _____
17. Does it have a pool? yes no
18. Rate your home on a scale of 1 to 10 _____
19. What would make it a 10? _____

Financials

20. How much do you think your house is worth? _____
21. How much do you owe on your mortgage? \$ 1st _____ 2nd _____ LOC _____
22. How much do you want to net on your home? \$ _____
23. Are you up-to-date on payments? yes no
24. Are you the sole owner of the house? yes no
25. If not, who else is on the title? _____
26. Do you own other real estate (investment, 2nd home) _____

Tracking & Conversion

27. How did you hear about our team? _____
28. What are the three things you expect from a realtor?
1. _____
 2. _____
 3. _____
29. Are you setting other appointments? With who and when? _____

Set the Appointment

“Let’s set an appointment to meet so we can find out exactly what you want. This appointment should last 30 minutes to an hour. We’ll go through the home selling process and talk about your expectations and your goals.”

Would _____ on _____ OR _____ on _____ be a better time for you?

Appointment Date:

Time: