

A Dozen "Power Questions" for Sellers

- 1. Why are you selling?**
- 2. How soon do you need to be there?**
- 3. Would you like to see your odds?**
- 4. Are you willing to list your home at fair market value?**
- 5. Would you like me to handle it for you?**
- 6. Do you want to price your house with this _____ or with _____?**
- 7. Based on the supply and demand, where do you feel we should price your house to get you to _____ on time?**
- 8. Do you think that will get you there on time? If it doesn't, what's your "Plan B"?**
- 9. If we get to _____ and your house isn't sold, what will you do?**
- 10. If I brought you a contract for \$_____, what would you do?**
- 11. What are three things that you are looking for in a Realtor?**

12. If we find a buyer for your house in the next 72 hours, are you going to be OK with that? What if it's the first person who looks at your house?

Note: If you get stuck, go to F.O.R.D. questions