

Pre CMA Questionnaire

This questionnaire will help you determine the motivation of the prospective homeowner and to determine if the listing is a good listing appointment or not.

1. Why do you want to move?
2. When do you want to make the move?
3. What do you think your home is worth?
4. What do you owe on the property?
5. What do you want to buy and where do you want to move to?

This is a pre-screening call to help determine what type of appointment you might have.

If a prospective listing client will not answer any of these questions, then you can gauge whether or not they are a person you would want to work with and it will then help determine whether or not you even go on the appointment.