

Expired Questionnaire  
- Promotion -

- 1 Was the home listed on MLS appropriately?
- 2 Was the home listed on the Internet?
- 3 How many showings came from cooperating agents?
- 4 How many times did your agent show the home?
- 5 How many signs were used to promote your home?
- 6 Did the agent have riders describing the property?
- 7 Did the agent use the flyer box to distribute information on the home?
- 8 Did the agent create a home book for your home?
- 9 What was the commission agreement?
- 10 How much commission was offered to cooperating agent?
- 11 Did the agent call or market the surrounding owners?
- 12 How many offers did you receive on the home?
- 13 Was a home warranty in place if needed?
- 14 Was the property photographed enough to stand out?
- 15 Was a photo flyer made and distributed to other offices via mail or email?
- 16 What kinds of advertising were used to attract buyers?
- 17 Did you receive copies of all the advertising?
- 18 How many times did the listing agent communicate with you?
- 19 How many times was an open house held?
- 20 What other products and services were used to market the home?

Expired Questionnaire  
- Pricing and Product -

- 1 How was the price determined?
  - 2 Did previous agent give you a written home evaluation report?
  - 3 Did previous agent suggest a comparative pricing strategy?
  - 4 Was the price adjusted at any time during the listing?
  - 5 Was an official appraisal done on the home?
  - 6 Did previous agent provide you with the list of local appraisers?
  - 7 Did previous agent give you a list of the homes you would be competing with?
  - 8 Did previous agent update or change market data during the listing?
  - 9 How do you now feel about the price?
  - 10 What is more important to you at this time, top dollar or a fast sale?
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- 11 Did previous agent make a detailed inspection of your home?
  - 12 Did previous agent give you a check list to make your home more attractive?
  - 13 Did previous agent instruct you to stay at home during a showing or to leave?
  - 14 Did you use a supra key box for access?
  - 15 Is the outside of the home staged as well for drive-bys?
  - 16 Did previous agent recommend any minor repairs?
  - 17 What do you feel are your home's best attributes?
  - 18 What items would you like to leave in the home?
  - 19 What improvements have you made to the home?
  - 20 Would you be willing to help the buyer with financing?
  - 21 Why are you considering selling and what is your time frame for moving??
  - 22 When was the last time you sold a home?
  - 23 Can I help you in your search for your next home?
  - 24 Where can I place the sign and supra key box?
  - 25 Do you know anyone else I can help with real estate?