

Essential Questions to Alleviate Seller Concerns in AN UNCERTAIN MARKET

The following questions are designed to create an empathetic space for homeowners to share their concerns.

By actively listening and addressing their feedback, you can help alleviate potential issues, demonstrate understanding, and showcase the level of support they can anticipate throughout the selling process.

- 1. What are your main concerns when it comes to selling your home?*
- 2. How do you envision the selling process, and what specific aspects, if any, are causing you concern?*
- 3. Have you had any experiences in the past that have contributed to your current understanding regarding the selling process?*
- 4. What are your long-term goals or aspirations that you hope to achieve through the sale of your home?*
- 5. How can I best support you and make the selling process most comfortable for you?*
- 6. Are there any specific challenges or obstacles you anticipate facing during the selling process that I should be aware of?*
- 7. Can you share any specific expectations or requirements you have in mind for the sale of your home?*
- 8. Have you spoken with other professionals or received advice that's influenced your understanding of the home selling process?*
- 9. What information or resources would be most helpful to you in making an informed decision about selling your home?*
- 10. Is there anything else you'd like me to know about regarding the sale of your home?*