

**When you purchased this house, you did so for very specific reasons. These reasons that might sell it as well!**

**IF...**

**someone was looking at your home,  
what specific things would you want  
to be pointed out to this potential buyer?**

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**Questions relating to your present home:**

1. What features do you most like about your home?
2. What features do you like the least about your home?
3. When you bought this home, what features made you think this is the one?
4. What improvements or changes have you make to your home?
5. If you had to do it all over again would you buy this home again? Yes – No  
Why:
6. What external amenities (Example: schools, shopping, parks/trails) were important to you when you considered purchasing this home?

7. Your home first off has been a shelter for you and your family, but the question is: Was this a good investment? Yes – No  
Why? (How has this home benefited your family?)
  
8. If you were to remain in your home for the next 3 -5 years what improvements would you consider making?
  
9. Consider yourself now as the buyer. You have viewed all the comparable homes currently being offered for sale. Your agent has given you a simple market analysis of all these homes. What is your mind set as to what you would be willing to pay for this (YOUR) home?  
(Please circle your answer)
  - More than what the other homes are going for;
  - About the same as the others;
  - Less than what the other homes are going for.
  
10. Do you consider the borough estimate of tax value to represent true market value? Yes – No  
What do you think your home is worth in today's market?

11. What are the five most important areas of services you expect to receive from your Selling Representative? (One being the most important and so on.)

- ✓ 1.
- ✓ 2.
- ✓ 3.
- ✓ 4.
- ✓ 5.

12. What bad experience (if any) have you experienced in the past when buying or selling a home?

13. If you are moving out of the Anchorage area would you like to be referred to a local professional Realtor in the area of your destination and start receiving listing and market updates? Yes – No

14. Do you need to sell your present home in order to invest in another home?  
Yes – No

15. What time restraints do you have in selling your home?

16. Are there any special showing instructions or special needs we need to work around when showing your home?

17. Will you be able to vacate your home when it is being shown?  
Yes – No

Selling your home is more than putting a sign up in the front yard, putting you're listing in our MLS system and placing ads in the local newspaper. It begins with you giving your selling representative some critical insights as to your thoughts and feelings concerning your home. Thank you in advance for addressing these questions and please add any insights I may have over looked. **In the final analysis your attention to the above questions will help me provide you the service you need, want and expect!**

*Rod Stone*

"Serving Alaskans for over 35 years"



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If this article generates additional questions or a need for additional information, the following link will allow you to ask your question(s), request additional information or make comments. It is not my intent to bug you with unwanted phone calls, emails, or text messages! It is my intent to allow you to benefit from my 35+ years real estate activity and to give you a buying experience beyond your expectations!

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