**Pre-Appointment Research Sheet**

By: Name and Company

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| Listing Overview: |
| **How many photos on Realtor.com?\_\_\_\_\_\_**  **Comments about the order and appeal:**  **Realtor’s Website Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ # of Other Listings:\_\_\_\_\_\_**  **Office Association:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ # of Other Listings:\_\_\_\_\_\_**  **Office Vendor List?\_\_\_\_\_\_\_\_** |
| **Home and Seller Overview:** |
| Initial Impressions of Home in Photos: **Architectural Features that Appeal:**  **Zestimate:\_\_\_\_\_\_\_\_\_\_\_ Asking Price:\_\_\_\_\_\_\_\_\_\_ Original Asking Price:\_\_\_\_\_\_\_\_\_\_\_**  **Date Last Sold:\_\_\_\_\_\_\_\_ Sold Price:\_\_\_\_\_\_\_\_\_\_\_ Equity Involved:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Recently Sold Homes Nearby:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Closest Comparable Details:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** |
| **Buyer Demographic:** |
| **Elevation Style of Homes:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Commutable Neighborhood?\_\_\_\_\_**  **Lifestyle Cues:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Real Estate Cues:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Education Cues:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Initial Merchandising Ideas:** |