

# 10 Questions to Qualify Real Estate Sellers

*This is an extra resource to go along with the original article:*

[The New Real Estate Agent's Guide to Qualifying Your Leads](#)

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*Buyers aren't the only ones you should qualify as a real estate agent. You should also ask seller leads questions to determine if they're ready to sell with you or if they're still in the discovery stage.*

*Here are 10 questions to ask seller leads.*

1. Why are you looking to sell now?
2. How much do you think your home is worth?
3. How much do you hope to get for your home?
4. Have you made any improvements to your home recently?
5. How soon would you like to list your home?
6. How soon would you like to move out of your home?
7. How many other agents have you interviewed with?
8. What are you looking for in a real estate agent?
9. What would happen if your home did not sell?
10. What are your biggest concerns or questions about selling your home?