

# CLARITY *Leads to Confidence*

**Experience and time have shown us that being able to answer these questions will highlight what is MOST important to you along with aspects of selling that may cause uncertainty or stress. Knowing this ahead of time smooths the path and allows us to address your concerns so you really can have more ease and fun.**

***Suggestion: If you are selling your home with a partner, be sure to print two copies, answer on your own and DON'T CHEAT! Don't be surprised if your answers vary.***

1. Why are you selling? And are you excited about it?

2. What are your top questions or concerns about selling?  
Underpricing/Overpricing? Lay it all out.

3. What do you love about your home? Why did you buy it?

4. If you put on "buyer's eyes" and walk through your home, what things jump out immediately that you would want fixed, repaired, replaced, spruced up if you were buying your home? Don't forget to look at the outside too!

*Erin Daniel & Heather Schumm*

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