

Motivation Scale

Please circle the number that reflects your level of interest and motivation for selling your home.

1 2 3 4 5 6 7 8 9 10

Experimental Seller

Testing the market for price and interest

No time frames

No motive for moving

Casual Seller

Would like to move if price is right

Will **maybe** buy bigger house , go to condominium living, change neighborhood, etc.

No hurry, only casual motives for moving

“Don’t **have** to sell”

Wants \$X value and will wait however long it takes to get it

Will not drop price or give terms to sell home

Serious Seller

Have a definite future goal

Want to retire

Reduce living costs, go small home or condo

Finance college education

Buy bigger house for larger family

Move to safer neighborhood

Relocate to better school system

Motivated and ready to sell at market value

Will adjust price frequently to reflect market conditions and competition

Very Serious Seller

Moved away

New job or out of town

Marrying

Divorcing

Lost job

Settle estate

Illness

Bought new home non-contingent

Must sell in 60 days or else ..., VERY motivated to get it done now!

Will do whatever it takes to sell home