TOOL 19

Questions for the Real Estate Broker

- ☐ What is the current as-is market value?
- ☐ What preparation would you recommend before sale?
- ☐ Which improvements are unlikely to pay back?
- ☐ What could the property realistically sell for after strategic preparation?
- ☐ How long is the likely preparation and marketing timeline?
- ☐ What are the estimated carrying costs while we wait?
- ☐ What is the likely seller net under several price scenarios?
- ☐ Would selling as-is be reasonable?
- ☐ Would renting be realistic?
- ☐ What buyer concerns are likely given the property's condition?
- ☐ Are there title, occupancy, probate, trust, or insurance issues we should solve before listing?
- ☐ Which attorney, CPA, insurance, title, contractor, or other professionals should be brought in before we proceed?

BROKER NOTES: