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Motivation Scorecard

TAKE A MOMENT TO ANSWER THE FOLLOWING QUESTIONS:

1. WHY DO YOU WANT TO SELL YOUR HOME?

2. WHERE ARE YOU GOING TO MOVE TO?

3. HOW SOON DO YOU NEED TO BE THERE?

4. HOW SOON WOULD YOU LIKE YOUR HOME TO BE SOLD?

A. YESTERDAY B. WITHIN 3 MONTHS C. WITHIN 6 MONTHS D. WITHIN A YEAR

5. IS THERE A SPECIFIC DATE YOU NEED YOU HOME SOLD BY?

A. YES _____ B. NO

6. IF YES, WHY IS THAT DATE SIGNIFICANT FOR YOU?

7. WHEN YOU BOUGHT THE PROPERTY, HOW MUCH DID IT COST? _____

8. DO YOU HAVE A MORTGAGE? IF SO, HOW MUCH DO YOU OWE? _____

9. HOW MUCH DO YOU NEED TO REALIZE IN ORDER TO SELL? _____

10. IS THERE ANYTHING THAT WOULD KEEP YOU FROM SELLING TODAY IF YOU COULD?

RATE THE FOLLOWING STATEMENT ON A SCALE FROM 1 - 10.

1 = HIGHLY DISAGREE

5 = SOMEWHAT AGREE

10 = ABSOLUTELY AGREE

1. I NEED TO SELL MY HOUSE FOR A SPECIFIC REASON (IE DOWNSIZING, GROWING FAMILY, RELOCATING, FINANCIAL REASONS, ETC.).

1 2 3 4 5 6 7 8 9 10

2. I WANT TO SELL MY HOUSE AS FAST AS POSSIBLE.

1 2 3 4 5 6 7 8 9 10

3. IF I COULD SELL MY HOUSE FOR FULL PRICE TODAY, I WOULD.

1 2 3 4 5 6 7 8 9 10

4. I NEED TO SELL MY HOUSE BY A SPECIFIC DATE WITHIN THE NEXT 6 MONTHS.

1 2 3 4 5 6 7 8 9 10

5. SELLING MY HOUSE AS FAST AS POSSIBLE IS BEST FOR MY FINANCIAL SITUATION.

1 2 3 4 5 6 7 8 9 10

6. I NEED TO SELL MY HOUSE SO THAT I CAN PURCHASE/RENT MY NEXT HOME.

1 2 3 4 5 6 7 8 9 10

7. SELLING MY HOME QUICKLY WOULD MAKE MY LIFE MUCH LESS STRESSFUL

1 2 3 4 5 6 7 8 9 10

8. SELLING MY HOUSE RIGHT NOW IS THE BEST OPTION FOR MY LIFESTYLE/FAMILY.

1 2 3 4 5 6 7 8 9 10

TOTAL SCORE: _____



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Test Results

I SCORED BETWEEN 0 - 31

If your final score was in this range its probably not the time to sell your home.

I SCORED BETWEEN 32 - 50

If your final score was in this range its probably time for you to start thinking about selling your home. You may not be at the point where you need to sell right this minute, but selling your home may make the most sense for you near in the future. [It may be good to get an idea of what your home would sell for in the current market.](#)

I SCORED BETWEEN 51 - 80

If your final score was in this range its probably time for you to take action and sell your home. You are at a point where your level of motivation is high and selling makes the most sense for your current situation. You should begin to [speak with one or more trustworthy real estate agents who works in your neighborhood to put your house on the market.](#)



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