

Asking the Right Questions from Buyers

Date _____ Phone (work) _____ (home) _____ (cell) _____

E-mail: _____

Buyer's name(s) _____

Address _____

1. How long have you been looking? _____

2. Are you working with another salesperson/broker?

☐ Yes ☐ No

If yes, who? _____

3. How many are in your family? _____

4. Do you own now or are you renting? _____

Rent Amount? _____

5. Must you sell or complete the lease period before buying?

☐ Yes ☐ No

If you are leasing, how long is the lease? _____

6. Have you seen any homes/investment properties that you really like? ☐ Yes ☐ No

If yes, why didn't you buy?

7. How soon do you need to move? _____

Why? _____

8. If we can find the right property, are you prepared to make a decision now?

9. What price range have you been considering?

\$ _____

10. How much has a lender told you that you're qualified for?

\$ _____

11. How much cash do you want to use for the purchase?

\$ _____

12. Do you have a budget for monthly payments?

☐ Yes ☐ No

13. What is the name of the lender that pre-qualified you?

14. How many bedrooms? _____ baths? _____
Sq. Ft.? _____

15. Is there a particular location in the city you prefer?

16. Is there a particular style that you would prefer?

17. Is there anyone else who will be helping you make the decision about buying? ☐ Yes ☐ No

18. What special requirements do you need in your new property?

19. Where are you employed?

20. Where is your spouse employed?

21. What times are best for you to look?

22. How do you like to communicate?

☐ Phone ☐ Mail ☐ E-mail ☐ Text

23. What is the best time to call you? _____

24. What are your favorite websites to view property?

25. Any other information to know?



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