

# Asking the Right Questions

Date \_\_\_\_\_ Phone (w) \_\_\_\_\_ (h) \_\_\_\_\_ (c) \_\_\_\_\_

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 from?

\_\_\_\_\_

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?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

