

SEPTEMBER 7, 2016

## 20 QUESTIONS TO ASK EVERY BUYER

1. What is your situation?
2. Do you currently rent or own?
3. What is your timeframe? How much flexibility do you have with that timeframe?
4. Describe the perfect home. And why is that important?
5. Describe the perfect location. And why is that important?
6. What are your 3 must-haves?
7. What is your ideal price range?
8. What is more important, price point or payment?
9. Will you pay cash or get a mortgage?
10. Have you talked with a lender? May I make some recommendations?
11. Are you currently working with a Realtor?
12. What is most important to you in working with a Realtor?
13. How familiar are you with the price dynamics in that neighborhood?
14. Are you able to adjust your schedule to look at properties during the week (this is so we do not have to compete with other buyer offers on the weekend)?
15. If we see the right property, are you prepared to write an offer?
16. Are there any questions you have about the buying process or the money you will spend?
17. Who all will be involved in making the purchasing decision?
18. Is this the only property you plan to purchase?
19. Is there anyone else you know who may need our services?
20. What else do you need to see from us that can help you move forward with your plans?

---

FILED UNDER: NEW AGENT

---

<http://thenelsonproject.org/new-agent/20-questions-to-ask-every-buyer>