

QUALIFYING FOR HOME AND MOTIVATION

“Thanks again for coming to my office. I am excited about helping you find a home. I would like to take a few minutes ... ask you about the home you would like to purchase and your home buying needs.”

1. Are there any other areas that you are interested in other than this area?
2. What's important to you about this area?
3. How long have you folks been looking for a home?
4. Have you seen any homes that you like ... can you describe them for me?
5. How soon would you like to move in?
6. Do you need to sell an existing home to buy the next one?
7. Are you working with other Real Estate Agents?
8. What price range are you considering?
9. How many bedrooms and baths do you want in your new home?
10. What other features are you looking for in your new home?
11. I am sure you and your lender have determined a down payment ... how much do you want to put down?
12. What is the maximum monthly payment you would like to have?
13. Are there any other people who need to see the home before you make a decision to buy?
14. How many homes will you need to see before you make a decision to buy?
15. If we see the right home today, are you ready to make a decision today? (If not, why not?)
16. If we don't find the right home today, how quickly will I be able to reach you if I find the right home?
17. Are there any other questions or concerns you have about buying a home?