**Source of Lead\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Buyer(s) Name(s):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Current Address:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Phone 1:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone 2:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

E-Mail 1:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_E-Mail 2:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Preferred Contact Person & Method? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Have you signed a written agreement with another Realtor?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Appointment Day\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Time\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**MOTIVATION**

Why are you moving?

How long have you been looking?

What area are you looking in and why is that important to you?

Do you currently own or rent?

If you OWN, do you intend to sell? Do you need an agent to help you sell your home?

Have you looked at homes online? How’s that going for you? What do you like/dislike?

**Financing**

What Price Range are you looking in?

How did you determine that range?

How will you be financing your new home? (cash or loan)

Have you met with a lender?

What have they told you?

How much money do you plan to put down?

If there was an advantage to a second opinion, would you be interested?

May I ask a lender to contact you?

**Home Details**

Tell me about your ideal new home.

How many bedrooms/bathrooms?

What are your must haves that you can’t live without?

What are deal breakers with your new home?

What’s most important to you in buying a new home?

In working with an agent, what’s most important to you?

Why is this important to you?

What is your ideal timeline?

Is that timeline flexible?

Is there anyone else involved in the home buying process?

**When is the best time for us to look at homes together?**

**\_\_\_\_\_Day \_\_\_\_\_\_Evening \_\_\_\_\_\_\_Weekday \_\_\_\_\_\_\_Weekend**

I’ve asked you so many questions, what questions do you have for me?