**18 Probing questions**

1. Tell me about yourself
2. What are your reasons for moving
3. How long have you been looking
4. How's it going so far
5. What hasn’t worked for you in the home buying process
6. Have you seen anything you really like
7. Have you made any offers
8. Tell me about the ideal home
   1. Then say, tell me more about that…
9. What's important to you about the location and community you choose
10. What's most important to you in buying a new home
11. How and why is that important to you
12. What's most important about the agent you choose to represent you
13. What's your timing and how soon do you want to move in
14. What's your plan B in case this does not work out
15. What price range are you looking in
16. Have you met with a lender and what have they told you
17. Is there anyone else involved in the home buying process
18. I’ve asked you so many questions, what questions do you have

Use these questions in any scenario to learn as much information as possible about the person you’re talking to. They’ll know you care when you ask them questions and seek to understand, not when you try to show how smart you are by telling them everything.