

QUESTIONS TO ASK EVERY BUYER BEFORE YOU SCHEDULE A HOME SHOWING:

1. How long have you been looking?
2. Do you rent or own your current home? Rent amount?
3. Must you sell your home or complete a lease period before buying? How long is the lease?
4. How soon do you need to move?
5. If we find the right property, are you prepared to make a decision now?
6. What is your price range?
7. Do you have a budget for monthly payments?
8. Has a lender pre-qualified you for a loan? If so, for how much?
9. What's the name of the lender that pre-qualified you?
10. How much cash do you want to use for the purchase?
11. Is there a particular location you prefer?
12. How many bedrooms do you need? Square feet? Units?
13. Will anyone else be helping you make the buying decision?
14. What special requirements do you need in a property?
15. Where are you employed?
16. Where is your spouse employed?
17. What times are best for you to view the home?
18. How do you like to communicate—by phone, fax, mail, or e-mail?
19. What's the best time to reach you? At what number?
20. Have you purchased a home before?

