

Questions Realtors Should Ask Buyers

1. Initial Buyer Details

What is your name and preferred contact method?

Are you currently working with any real estate agent?

Have you worked with an agent before?

2. Motivation & Experience

What's driving your decision to buy at this particular time?

Have you bought or sold property before? If so, what was your experience?

What do you envision for your future in your new home?

How do the needs and preferences of your family influence your property search?

3. Viewing Availability

What days and times are you most available for property viewings?

How soon are you hoping to finalize your move?

Would virtual tours be helpful in your initial search process?

4. Present Housing Circumstances

Are you currently in a rental or do you own your home?

If renting, when is your lease up for renewal?

If you own your home, will you need to sell it before purchasing a new one?

Have you started the process of selling your current home (if applicable)?

5. Property Preferences

What specific features are you looking for in a home (e.g., layout, number of bedrooms, yard size)?

What are your absolute deal-breakers in a property?

Are there specific neighborhoods or communities you're interested in?

How important are local amenities and infrastructure to you (e.g., shopping, transportation, parks)?

When considering your ideal home, what are three things you cannot compromise on?

Are you looking for a move-in-ready home, or are you open to a property that may need some work?

What are your "must haves," "want to haves," and "nice to haves"?

5. Property Preferences

What location/area/neighborhood do you want to live in?

How important is the community or neighborhood versus the specifics of the house itself?

Do you have any hobbies or activities your new home needs to accommodate (e.g., gardening, biking)?

6. Financial Readiness

Have you received pre-approval for a mortgage, and what is the approved amount?

What is your overall budget for this purchase?

Are you familiar with all the potential costs of buying a home, including closing costs, home inspection fees, and ongoing maintenance?

Do you have any financial flexibility if we find a property slightly above your initial budget?

7. Additional Inquiries

How did you come to learn about our agency?

What's your preferred method and timing for communications?

Are there any specific concerns or requirements you have that we haven't covered yet?

What are your expectations from me as your real estate agent?