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?

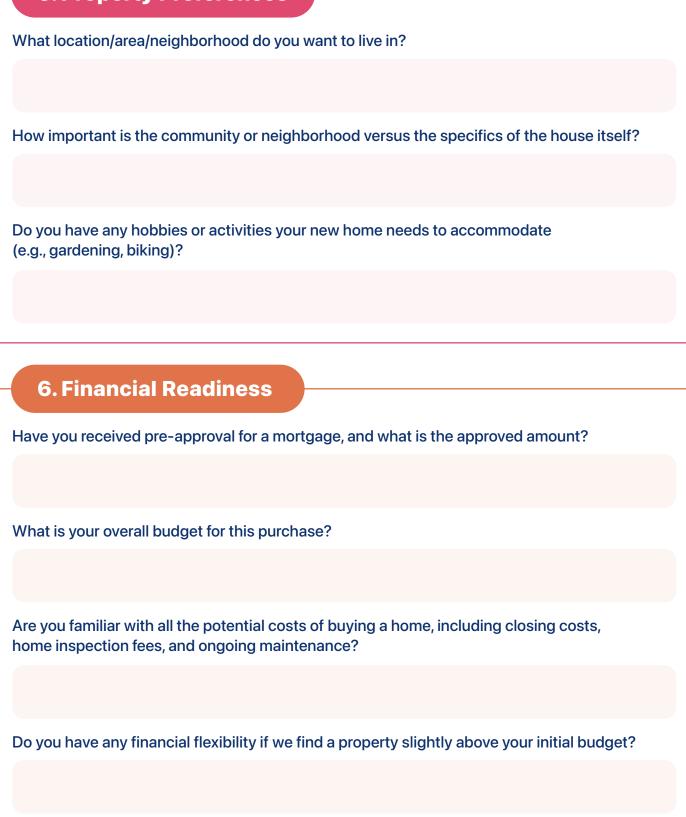
Have you started the process of selling your current home (if applicable)?

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





7. Additional Inquiries

How did you come to learn about our agency?
What's your preferred method and timing for communications?
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?