

Qualify all Buyers Before Showing Your Property!

Listed below are questions to help you qualify buyers. Properly qualifying buyers will save you time and energy. Print out multiple copies of this page and become familiar with the process. Keep good records and follow up with each buyer that views your property.

Buyer's Name: _____ Date Called: _____

Phone Number: _____

Email Address: _____

How did you hear about my property? (Internet, Yard Sign, Newspaper, MLS?)

Have you viewed my property information and photos online?

What interests you about my property?

Are you relocating to our area or do you live locally?

Do you have a home to sell or are you currently renting?

If the Buyer is selling a home, ask a few more questions:

- Is your home currently under contract and have all contingencies been met?
- Do you need to sell your property in order to purchase my property?
- How is your home currently being marketed? (refer our service)

Are you pre-qualified or pre-approved for a mortgage?

- Are buying with cash?
- Do you have enough cash for closing or do you need help with closing costs?

Are you working with a real estate agent?

- If so, are you paying their fee or do you expect me to pay your Buyer Agent's fee?
- Have you signed a Buyer Agent agreement?
- How much is their fee? (real estate fees are negotiable)

Have you previously viewed other properties?

Are you planning to owner occupy my property or are you buying for investment purposes?

If you decide to buy my property, will you need to close or occupy my property by a certain date?

- If necessary, what kind of pre or post-possession terms would be acceptable?

Would it be possible for you to view my property during my next scheduled Open House?