

# Buyer Pre-Qualification

When meeting with a buyer for the first time, make sure to ask, and answer, all the following questions

Client: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_

1. What has you wanting to make a move?
2. How long have you been looking for a home?
3. Have you been working with a REALTOR to help you look?
4. What would you say is the primary goal of this purchase?
5. How soon do you need to be moved in?
6. If we find the right property, are you prepared to write an offer today?
7. What are the 3 most important things you need in your new home?
8. What price range have you been considering?
9. Do you have a budget for your monthly payments that I should be aware of?
10. How much cash do you have that you will use towards this purchase?
11. What is the name of the lender that has pre-qualified you?
12. Is there anyone else that will be helping you make the decision about buying?
13. What times are best for you to look at homes?
14. How do you like to communicate? By phone, email, or text?

15. What are your favorite web sites to view properties?
16. Are you aware of how a Buyer's Agent gets paid?
17. Do you have a house or address you are currently interested in?
18. Have you seen any homes or investment properties that you really liked?  
If yes, why didn't you buy it?
19. When are you available for a 30-minute meeting to get your search set up and the process started?
20. When we meet, if we agree to work together, are you prepared to sign a commitment to hire me as your agent?
21. If pre-approval is needed, before our meeting on \_\_\_\_\_ at \_\_\_\_\_, you're going to get your pre-approval done and email it to me at \_\_\_\_\_.