



Buyer Counselling Power Questions

Why do you want to buy your next home?

Have you bought and sold before? With who?

How long have you lived where you are now?

Who are the decision makers?

Where are you hoping to move to?

What type of home are you looking for?

If I knew a home like that would you want to know about it?

What is the best method to get that type of information to you?

How soon do you plan to buy?

Do you want to buy a home or a good deal? There is a difference.

How do you feel about the current market? What have you heard?

At what point would you seek the services of a real estate agent?

How much are you planning to put down on the next property?

Will you be paying cash or requiring financing?

Who will you be arranging your home financing with?

Who else are you interviewing?

What are the specific services you want from me?

How often would you like to hear from me?

What is your preferred method of communication? Phone? Email? Text?

What are your biggest fears or concerns?

What do you look for when you choose a real estate agent?

Are you committed to another real estate agent?

What have you found is the biggest asset of having a good realtor...?

After you buy or sell, what do you expect? How often do you want that?

What has been your experience in dealing with realtors?



Why is that a deciding factor for the realtor you choose?

What do you like about Company X Y Z?

If we were to agree upon a buyer plan, are you ready to begin your buying process?

Have you started looking for your next home yet?

How many homes have you looked at?

Why have you not bought one yet?

If we found what you are looking for today are you in a position to buy it?

What is your biggest concern? Price? Time? No Stress?

What is the purchase price you have in mind?

What questions do you have for me?