***Best Buyer Qualifying Questions***

***Willing*** *Your script below….*

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| What areas are you looking into (browsing)? |
| Why does \_\_\_\_\_\_\_(area) interest you? |
| What type of property are you looking for? |
| Where do you live now? |
| How many Beds/Bath/Sqft/lot size/garage |
| What are some other special home requirements? |
| What do you like about your current home? |
| What are some things you definitely DO NOT want? |
| What is most important to you in the purchase of a home? |
| What price range have you been considering? |
| Out of curiosity, why are you looking for a home? |

***Ready***

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| How long have you been looking for a home? |
| What properties have you seen already? How many? |
| Were you working with another realtor? |
| When are you looking to be in your new home? Have keys? |
| May I ask what your timeframe is? Why that time? |
| What things have to happen for you to make the move? |
| Will there be other people involved with finding the home? |
| What questions do you have about the buying process? |

***Able***

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| Will you be paying Cash? Or will you be needing financing? |
| How much money do you have set aside for the purchase?  What budget should I stay within? |
| How much money are you looking to put down? Will we be asking the seller to assist with Closing costs? |
| Do you have to sell your home to buy another? |
| Are you currently renting? When is your lease up? |
| What type of loan will you be using? |
| Who will be working on your financing? |
| How's your credit score? When was the last time it was checked? |
| What type of loan consultant would be the best fit for you? |
| What monthly payment you would like to stay within? |