

Key Buyer Questions



1. Can you tell me a little bit about your current situation?
2. Where are you living now?
3. Is this the kind of property you'd like to own?
4. Is this what you're looking for?
5. Have you decided to buy at this time?
6. What's your main buying criteria? Anything else on your shopping list?
7. Tell me a little more about your family and the accommodation requirements?
8. Where are you at in the buying process?
9. What are you ideally looking for?
10. How soon do you want this to happen?
11. Is there anyone else involved in making the decision?
12. Have you dealt with our agency before?
13. Will you need to sell your current place to buy?
14. When would you ideally like to be settled in?
15. How close does this property meet your needs?
16. Are there any concerns or issues you'd like me to address today?
17. What sort of price expectations do you have? What's that based on?
18. Have you seen any properties yet that are close to what you're looking for?
19. Have you bid on any property yet?
20. Have you put any offers on properties as yet?
21. Are there any must-haves in the property?
22. If you were going to broaden your search, what else might you include?
23. How long have you been looking for?
24. If you saw something today that meets your needs, are you in a position to move quickly?
25. Do you currently have your finance in place?
26. You've found it... you love it... why not own it?
27. What is it that excites you about this property?
28. Can you see yourself living here?
29. What bedrooms will each of the kids have?
30. Will your current furniture work well?
31. How would you organise this room?
32. Are you planning to buy new furniture or do you already have some pieces?
33. Is there anything you'd like to change about the property?
34. How familiar are you with the offer and negotiation process?
35. How does this property feel overall?
36. If your first offer is not accepted, are we looking for another property in that specific price?
37. What's the basis of offering that price? What are you comparing this property to?
38. Are you okay for us working together to secure this property for you?
39. Is it time to stop house hunting and move to creating a home?
40. Is there any reason why we can't get an offer in writing now?
41. Can you level with me please what's your maximum budget figure?
42. What will you do next if this offer is not accepted?