



# QUESTIONS TO ASK A BUYER/SELLER

## Viral Status:

Name: \_\_\_\_\_

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

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

Email: \_\_\_\_\_

## Current Situation:

Own:  or  Rent:

Where: \_\_\_\_\_

How are you thinking of spending?: \_\_\_\_\_

When did you move there?: \_\_\_\_\_

How many people in your family?: \_\_\_\_\_

Pets?: \_\_\_\_\_

## What they want to do:

Own:  Sell:  Rent:

How much do you want to spend?: \_\_\_\_\_

Do you need to sell before you buy?: \_\_\_\_\_

Have you been prequalified for a mortgage?: \_\_\_\_\_

What is your time frame?: \_\_\_\_\_

Have you seen anything yet?: \_\_\_\_\_

Have you spoken with a broker?: \_\_\_\_\_

Have you identified the area?: \_\_\_\_\_

## Suburban:

The type of home?: \_\_\_\_\_

How many bedrooms?: \_\_\_\_\_

Bathrooms?: \_\_\_\_\_

Approximate square footage: \_\_\_\_\_

Approximate acreage: \_\_\_\_\_

Must have features: \_\_\_\_\_

Would like to have features: \_\_\_\_\_

The dream features: \_\_\_\_\_

Have you considered: \_\_\_\_\_

Commute? \_\_\_\_\_

Schools? \_\_\_\_\_

Identity of neighborhoods? \_\_\_\_\_

What type of cultural things are you looking for? \_\_\_\_\_

When are you available to look? \_\_\_\_\_

Who will be looking? \_\_\_\_\_





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## Urban/NYC:

A brief dialogue about condo vs. co-op.

Are you looking at co-op:  Are you looking at condos:

If co-op, then a few statements about qualifying for a co-op

Have you identified a neighborhood, if so why? \_\_\_\_\_

When are you available to look? \_\_\_\_\_

Who will be looking? \_\_\_\_\_

## If selling:

Why are you thinking of selling now? \_\_\_\_\_

When did you buy your home? \_\_\_\_\_

What did you pay for it? \_\_\_\_\_

Where will you be going? \_\_\_\_\_

Have you spoken with a broker yet? \_\_\_\_\_

The process of choosing the “right” broker to sell your home

Introduce “the smart broker selling process”

## If renting:

How the rental process works in NYC

Qualifying for a rental

How many bedrooms? \_\_\_\_\_

How many bathrooms? \_\_\_\_\_

Neighborhoods? \_\_\_\_\_

Pets? \_\_\_\_\_

