

# 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? \_\_\_\_\_



## 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? \_\_\_\_\_