

NAME

DATE

# BUYER QUESTIONNAIRE

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## The Twelve Best Questions to Ask a Buyer

- Where are you folks from?
- How many people are in your family?
- Where are you employed? How Long? Position?
- How long have you been looking for a home?
- How many houses have you seen?
- Did you see anything you liked? Why didn't you buy one of those?
- Once you find a house that you want to buy, do you need to check with anyone before making a decision?
- How soon were you thinking of making this move?
- What are the total monies we are working with?
- What is the price range you are looking in? What monthly investment do you feel comfortable with?
- Please tell me about the house you want to buy?
- When we find you the right house today, are you ready to go ahead and buy it today?

