

Part 2: Qualifications:

Why are you moving?

Where do you want to move to?

How soon will you want to be there?

How is that date/time significant to you?

What is important to you about moving?

How is that important to you?

Is this move for sure?

What do you think a real estate agents agent's job is?

What do you want from us as your representative?

Who else is involved in your ultimate decision (parents, friends, relatives, etc.)?

What are the features you'd LIKE TO HAVE in your next home?

How often do you expect your agent to communicate with you?

Do you attend open houses?

Do you visit For Sale By Owners?

Do you visit model homes (new construction)?

Who do you think will find your new home, you or your real estate agent?

Have you been pre-qualified or pre-approved by a lender?

What is your desired monthly payment?

Do you have your deposit and down payment available if we should find your new home quickly?

Are you aware of the average list to sale price ratio in our marketplace?

Is there anything that would keep you from purchasing a home?

Do you absolutely have to move?

Have you ever purchased a home before? How many times?

What kind of experience was it?

What could the agent have done better?

What did they do that you liked/appreciated?

If you have purchased a home before, what have you learned about the process?

What are the things that you have been advised to look out for when buying your home?

How should the amount you are willing to pay for a home be determined?

What price range makes sense for you?

Do you understand how the real estate MLS service works?

Do you understand how a real estate agent who finds you a home gets paid?

Are you willing to commit to working with only one agent to help you find a home?

If I commit my time and effort to finding a home for you and helping you through the closing process, will you commit to buying a home through me?

Is there any reason why you wouldn't purchase a home now?

Do you have a home to sell first?

The profile of your new home:

1st choice Location

Why

Do you currently live in the area?

2nd choice location

Why

General Profile of Home:

What are the features you MUST have in your next home?

Age of home _____ **Style (detached etc)** _____

Type (2 story etc) _____ **Exterior (brick etc)** _____

Bedrooms _____ **Baths** _____ **Ensuite** _____ **Family room** _____

Fireplace _____ **CAC** _____ **Type of Heating** _____

Basement fin/unfin _____ **Basement Apartment Yes / No**

Separate Entrance Yes /No _____ **Garage** _____ **Pool** _____

Size: Minimum _____ **Maximum** _____

Number of people to live in the home _____

Please describe any special needs _____
