GENSTONE
REALTY

Buyer Consultation Conversation Guide

For Buyer Presentation – page 7

Reason for the move

- Why are you buying?
- Why did you decide to move now?
- If we found the right home for you today, is anything that would keep you from making a decision today?

Timing considerations

- How soon do you need to move?
- How long have you been looking?
- How much time do you have to search for a property?

Homebuying experience

- What experience have you had in buying or selling properties in the past?
- When did you last buy a property?
- Are you working with other agents right now?
- Do you need to sell this property to buy a new one?
- *(If yes.)* May I assist you in marketing it?

Household situation

- How many are there in your household?
- What activities will be necessary for you in your new home?
- Are there any school requirements?
- Where do you work? Is transportation to work an issue for you?

Concerns about moving

- How do you feel about this move?
- How does your family feel about moving?

Experience with your current property

- Where do you live now? *(If you are not at their property)*
- How long have you lived there/here?
- What do you like most and least about your current property?
- Is there anything you don't like about your current property you want to avoid in your new one?
- What you like and dislike about living in your neighborhood?

Financial considerations

- What price range do you have in mind?
- How did you decide on that amount?
- If you found a home that you liked above your price range, would you consider it?
- Do you have any additional funds available to you if you choose to move up?
- How are you planning to finance your new property?
- What type of mortgage are you considering – Conventional, FHA, VA?
- How much cash will you be able to invest in your new property?
- Has a lender preapproved you?

Property Features – Needs and Wants

What are you looking for in a home?

- Price range
- Bedrooms & baths
- Square feet
- Style
- Features
- Location
- Type of neighborhood
    - What's important to you in a neighborhood?
    - What areas are you considering?
    - What do you like most about those areas?
    - Is there anything you do not like about those areas?
    - Are there any other areas you would consider?

- Have you seen anything so far that matches what you want?