

The

7



Essential Buyer Qualifying Questions.

- 1 Just so I can be in the best position to help you best, do you mind if I ask **what style of property are you looking for?**
- 2 **How long** have been looking for?
- 3 **How soon** are you looking to buy a property?
- 4 If we list a new property this week, **are you able to come and inspect it sometime during the week?**
- 5 Most of the people who have inspected this property are **either upgrading or downsizing. What are you doing?**
- 6 Would you like me to let you know **if this property is going to be sold?**
- 7 Thank you for that offer. However that price level has already been tested and unlikely to be accepted. **If the owner was to say no, what would your next offer be?**