



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?**