

Home Buyer Interview:

27 Essential Questions to Ask

This is an extra resource to go along with the original article:
[How to Manage Buyer Expectations](#)

During your initial meeting with your buyer client, ask the following questions to get clarity and set realistic expectations.

1. How long have you been looking for a home?
2. Why are you looking to buy a home now?
3. Do you own your home or do you currently rent? If so, how much is your rent?
4. Are you working with another real estate agent currently?
5. How soon would you like to move into a home?
6. How many homes would you like to see?
7. If I showed you the right home tomorrow, would you be willing to make an offer?
8. What is your favorite room in the house?
9. Have you ever purchased a home before?
10. What are your top three must-haves in a home?
 - 10.1. _____
 - 10.2. _____
 - 10.3. _____
11. How many bedrooms do you need?
12. How many bathrooms do you need?
13. What is your desired square footage in a home?

14. What are your top must-haves in a neighborhood? (Ability to walk to nearby restaurants and shops, proximity to work, etc.)
 - 14.1. _____
 - 14.2. _____
 - 14.3. _____
15. Do you have any parking requirements, such as a garage, off-street parking, parking lot?
16. Do you prefer to have an outdoor space, such as a private back yard or rooftop terrace?
17. Is it important for you to be close to work? If so, where do you work?
18. Do you have any deal breakers?
19. Are you looking to buy a new home or are you okay with an older home?
20. What style of home are you interested in?
21. What are your top three favorite neighborhoods?
 - 21.1. _____
 - 21.2. _____
 - 21.3. _____
22. What is your budget and is there any wiggle room in your budget?
23. If you need financing, have you been pre-approved/pre-qualified for a loan?
24. What do you look for in a real estate agent?
25. What's the best way/ time to reach you?
26. How often would you like to be in touch?
27. What times would you be available to view a property?