

Buyer Profile Dialogue

Hi, is this (Client name). Hi (Client name) ... this is (Agent name) with (Brokerage Name). You recently requested a list of properties from us and I wanted to check in with you, is this going to be a property for you to live in or is it for an investment?

If Buyer Occupy:

1. When do you want to be moved by?
 - a. **(over 3-6 months)** If we could find you the perfect property would you be open to sooner?
2. Do you currently rent, or do you own your own home?
 - a. **(Own)** Would you prefer to buy before listing your home, or do you want to sell first?
 - b. **(Rent)** month to month, or lease?
 - i. When does your lease end. Are you planning to break your lease if you found the perfect home?
3. **While I have you on the phone, I would love to get you a list of properties right now that you can use. Would that be helpful for you?**
4. What areas are you interested in?
5. What is the maximum price for the home?
 - a. Will you be paying in cash or financing?
 - i. Have you been prequalified already by a lender?
 1. **(no?)** We can recommend two lenders for you. That way you can get the best service and rates of the two lenders competing. Would that be helpful for you?
 - b. How much would you be able to put for down payment?
 - c. What monthly payment are you comfortable with
6. How many bedrooms and bathrooms would you need?
7. Are you looking for a Single Family Home, Townhome, or Condo?
8. Do you mind making some cosmetic repairs or would you prefer your home in excellent condition?
9. **(Text them the properties)** I went ahead and texted you the list , were you able to get it?
10. Are you currently working with an Agent?

- a. **(Yes?)** Have you signed anything?
 - i. **(Optional) (Yes?)** If we found you the right property would you be open to working with us?

Two different closes:

Close for a time to go over list

“Great, this is what I’m going to recommend we do. Let’s go ahead and set a time to walk you through the entire buying process and we’ll look at some houses online and maybe decide on some homes we can go out and look at.

What day would work?

Close to show a home on the list

Do you like any of the homes on the list?

When would be a good time to see them?