

# A BUYER'S QUESTIONS for *Success*

1. Have you ever worked with a buyer's agent before?
2. What's most important to you when working with an agent?
3. What are the 3 things a home absolutely must have in order to consider living in it?
4. What are your deal breakers?
5. If we found a home that fit all your needs what is your timing to purchase?
6. If you had to choose one, would you choose a great location, a great price or a great home?
7. Is there a specific school district you want to be in?
8. How important is a fast commute to work?
9. How experienced are you with the mortgage process?
10. When is the best time and day of the week to reach you and how do you prefer to communicate?

**KNOW** THE RIGHT QUESTIONS  
TO DELIVER **REAL RESULTS**