Client Qualifier

1. Why are you moving and where are you moving?
2. When do you want/have to move?
3. How long have you lived in your present house?
4. What "major improvements" have you made on your present house?
5. Who else are you talking with about the sale of your house?
6. What other source of funds do you have available to you?
7. How do you feel about owner financing?
8. How did you arrive at your price?
9. What are your major concerns in making a move?
10. What is the most important to you? Pricing? Timing? Convenience?
11. What would it do to your plans if you couldn't sell?
12. What would it take for you to list with me today?

Property address: _____

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