

Qualifying Buyers

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You have to qualify your potential buyers. You hopefully can do this before you let them into your house. By qualifying them, you will know if they are lookie lews or really buyers. You need to find out if these people can really buy your house or not. You have to ask some very hard questions, because you are going to get into their personnel life. Some of the questions you have to ask potential buyers are listed below for you.

1. How long have you been looking for a home?
2. Where do you work?
3. How long have you worked there?
4. Have you been pre-qualified with a mortgage company yet?
5. If yes, which mortgage company?
6. If no, when are you going to get pre-qualified?
7. How much have you been qualified for?
8. Which mortgage company are you using?
9. If you like my home, are you be ready to make an offer?

Asking these questions will not scare a real buyer off. It will simply show them that you know what you are doing. (REALTOR and Mortgage Lenders ask these questions every day.)