

5 Questions for Prequalifying Buyers

When qualifying Buyer, ask these six questions and you'll quickly close that wide gap between you and your next check, regardless of whether it's a soft housing market or not. Guaranteed!

1. How long have you been looking for a home?
2. Do you need to sell your current home before you can buy?
 - Most sellers can't buy anything because they have to sell first.
3. Are you working with another agent?
4. Have you met with a lender yet?
5. Have you been pre-qualified or pre-approved?
 - Then ask, "If I call a lender and he has an opening tomorrow or the next day, would you consider meeting with him to discuss your loan options?"