

How to Prequalify Buyers Like a Pro: Key Questions Every Agent Should Ask

Prequalifying a buyer isn't just a formality—it's a crucial step to save time, set expectations, and ensure you're working with someone who's serious and ready to move forward. Here's a comprehensive list of essential questions to ask when prequalifying a buyer, organized by category to help you lead a natural, effective conversation.



Bonus Questions To Gauge Motivation & Readiness

- If you found the right home today, are you ready to make an offer?
- What's kept you from buying until now?
- How did you find me or hear about me?



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Basic Info & Motivation

- What's your reason for buying right now?
- Are you currently renting, or do you own a home?
- When are you hoping to move?
- Are you currently working with another agent?

Financial Qualification

- Have you spoken to a lender yet or gotten pre-approved?
- What price range are you comfortable with?
- How much do you have set aside for down payment and closing costs?
- Are you planning to pay with cash or obtain a loan?
- Will anyone else be helping with the purchase financially?

Home Preferences

- What kind of home are you looking for? (Condo, single-family, multi-unit, new construction, etc.)
- How many bedrooms and bathrooms do you need?
- What are your must-haves vs. nice-to-haves?
- Are there any specific neighborhoods or school districts you're focused on?

Timeline & Commitment

- How soon are you ready to start touring homes?
- Is there a specific deadline or timeframe you need to meet?
- Are you tied to a lease or waiting on anything before you can purchase?

Decision-Making Process

- Will anyone else be involved in the decision?
- Have you purchased a home before, or is this your first time?
- What concerns or questions do you have about the home buying process?



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