

Buyer Pre-Qualification: What to Ask

Questions to Ask Your Buyer

- Do you already have a lender?
- Are you pre-qualified?
- Do you know what price range your lender has approved you for?
- Do you have any questions about your financing you'd like your lender to explain?

Questions to Ask Their Lender

- What are the buyer's pre-qualification parameters?
 - Are there specific loan programs or property types that the buyer is qualified for?
 - Are there any seller concession requirements or limitations I should be aware of?
 - Is there a preferred or required closing timeframe?
- If the buyer finds a property outside the original pre-qualification parameters, what should I do before writing an offer?

Why These Questions Matter

Knowing your buyer's financing parameters can help you narrow the home search, structure an offer appropriately, and know when to bring new information to the lender's attention.

Have a Question About a Scenario?

Give us a call and we'll review the details with you.

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