



Buyer Information Sheet

It is important to remember each prospective buyer that comes through your house, what they said and what you think they were thinking. You will want to remember how they acted, what they said, comments made and questions they asked. This will help you to distinguish serious buyers from browsers and assess how strong your position is during negotiations.

Buyers Names: _____

Phone: _____ Email: _____

Initial Visit: Appointment Open House Drop In

Initial Visit Date _____ 2nd visit date _____

3rd Visit Date _____ 4th Visit date _____

Comments Made

Concerns Buyers had

Questions Buyers had

Rating

Hot

Medium

Cold

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