

Homebuyer's 10's Sheet

Client Name: _____ Property: _____

The Transaction

1. On a scale of 1-10, with 1 being not so desirable and 10 being extremely desirable. what one thing has to happen in this transaction for your experience to be a 10?

2. What is important to you about that?

3. If we could add just one more thing, what other thing has to happen to make your experience a 10+?

4. What is important to you about that?

5. If we could add just one more thing for this experience to be a 10++, what would it be?

6. What is important to you about that?

The Home

7. What one thing does your home have to have/be for it to be a 10?

8. What is important to you about that?

9. Can you describe what that looks like?

10. If we could add just one more thing to make it a 10+, what would it be?

Homebuyer's 10's Sheet

The Home (continued)

11. What is important to you about that?

12. Can you describe what that looks like?

13. If we could add just one more thing to make it a 10++, what would it be?

14. What is important to you about that?

15. Can you describe what that looks like?

Expectations

16. How does someone win with you?

17. How does someone lose with you?

18. What do you feel you have the right to expect from me as your Realtor?

19. What do you feel I have the right to expect from you as my client?
