MAVERICK CLOSING ENGINE / HOME TOURS

THE HOME-TOUR CHECK

Stop guessing why your buyer isn't making an offer.

Use after a showing, before booking another. Ask, listen, then confirm.

Buyer: _____ Date: _____

Property: _____

1. DOES THE HOME FIT THEIR LIFE?

How would living here fit your everyday life?

Explore location, school district, commute and each decision maker's priorities.

What fits / what doesn't: _____

2. DO THE NUMBERS AND VALUE WORK?

Is the concern the monthly cost, the cash needed, or what you're getting for the money?

Separate down payment from total cash to close. Confirm property-specific estimates with the lender.

What needs checking: _____

3. WHAT IS THE HESITATION TELLING YOU?

You like parts of this home. What's keeping you from feeling comfortable making an offer?

Listen for unanswered questions, fear and conflicting priorities. Ask rather than assume.

What the buyer shared: _____

CONFIRM THE CONCERN. AGREE ON THE ACTION.

Have I understood what's holding you back? What would need to change?

Main concern: _____

Agreed action: _____

Who will do it: _____ By / revisit date: _____

Proceed, adjust the plan, or agree when to reconnect.

Want help putting this into your buyer business?

Schedule time with us at: maverickrealtynetwork.com/help

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MAVERICK REALTY NETWORK

MAVERICK
CLOSING ENGINE

Lead the client. Earn the business.

01 **New Lead**

02 **Active Lead**

Consultation + agreed plan

03 **Pre-Qualification**

04 **Home Search**

05 **Home Tours**

06 **Negotiations**

07 **Contract to Close**

08 **Long-Term Follow-Up**

NOT READY? STAY IN TOUCH.

NEW NEED? RECONNECT.

COACHING + CRM + EXECUTION

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