Buyer Interview Types of Questions:

- Introduce yourselves. Share your story. How did you meet?
- What do you do for a living?
- Tell me a bit about your family?
- Tell me about why you are looking to move?
- What are you looking for in your forever home?
- What budget are you working with to find it?
- Why do you want a water property? Why is finding a home near the water important to you?
- What are your differing buying/ hunting styles?
- Can you each share your house wish lists with me?
- How would buying this coastal property change your lives? What would happen differently for you/your family? What opportunities would it present?
- Are you excited to begin your search?

Realtor Interview Types of Questions:

- Please, introduce yourself. State your name, what you do and how long you have done it.
- Could you tell me about your experiences with coastal properties? Do you sell a lot of them, do you have a lot of interest in them? What is the process for obtaining one of these homes in particular?
- What is it about coastal properties that is so attractive to buyers?
- Could you tell me a little bit about your clients interested in the coast that we are going to be talking to? Say their names and how you met, what you know about them and their move so far and what your take is on them as a couple house hunting?
- Did they indicate to you any particular neighbourhoods they like that they are going to be searching in? Why there, what's so great about it? Can you tell me about the area and what makes it special?
- What have they told you about their wishlist and the importance of waterfront?
- Have they mentioned wanting a particular type of waterfront, or coastal community home? Are their particular properties on their wishlist?
- What have they ended up buying? Was it oceanfront or in a coastal community?
- What do you anticipate will be the difference between them when they are looking at house personality wise? What's their house hunting dynamic like?
- Please summarise why you are interested in working with the two of them.