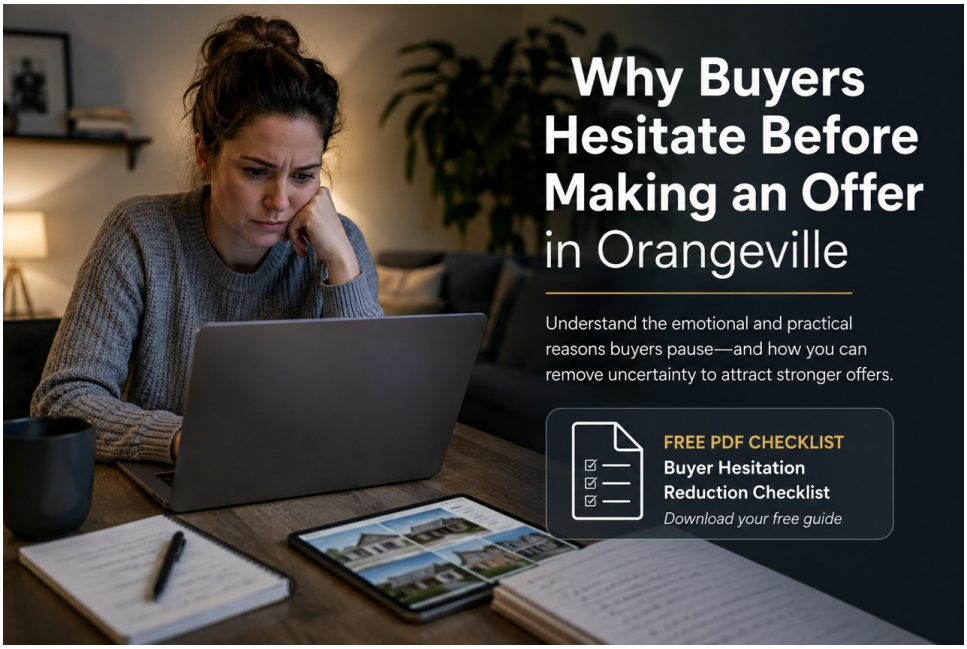
Buyer Hesitation Reduction Checklist

Kevin Flaherty | Listing and selling homes in Orangeville since 1988



After the showing, what do you actually know?

A second visit, a long look online or a compliment tells you the buyer showed interest. To decide what to do next, start with the question that came back through the agents. If there was no feedback, record that. You can still compare the listing with the home and review similar sales with your agent.

Example: a buyer asks whether the seller can close later. Confirm which dates would work before making a commitment. A price change would leave the timing question unanswered.

What did the buyer or their representative actually ask?

Read the full Orangeville offer guide

Match the question to the evidence

Use these examples to decide what is in the seller's hands. The buyer and their advisers decide whether and on what terms to offer.

Possible delay	Question after a showing	Seller follow-up
Price or repair cost	How does this home compare with the renovated one we saw?	Ask your listing agent for comparable sales. Identify the features and condition that differ. Use a dated estimate for work if available.
Condition	Is there a report on the roof or structure?	Gather dated reports and invoices. Identify the areas inspected, exceptions and work completed since. Allow time for the buyer's own advice.
Timing	Would a later closing work?	Confirm your move, possession and purchase dates. Ask your agent to communicate a workable range if you have flexibility.
Financing	What will it cost to carry this specific home?	Share the documented property costs requested, with the period covered. The buyer checks affordability and financing with their lender.
Layout or daily use	Will our vehicle fit in the garage?	Measure the clear door opening and usable interior. Record obstructions. Offer another look so the buyer can check the fit.

Which record or measurement would answer this question?

Prepare a reply your agent can use

Keep one sheet per question. A viewing without an offer gives you a reason to review the listing, but it does not tell you a particular buyer's motive.

The specific issue and the date it was raised

What can we confirm? Identify the record, scope and date.

What still needs checking, and by whom?

Who will respond?

When will the agent follow up?

- [ ] Our agent has the verified information to pass along.
- [ ] We have agreed what to revisit if the same question comes up again.

Request a home evaluation

Ontario buyer checklist from RECO