

SHOWING TOUR SHEET

Buyer Service Roadmap



THE PLAYBOOK SOCIETY
Method. Not Motivation.

A — PROJECT

CLIENT NAME	MANDATE REF.	DATE
-------------	--------------	------

B — PROPERTY

ADDRESS			
MLS / LISTING REF.	ASKING PRICE	PRICE / SQ FT	YEAR BUILT
SQ FT	BEDS / BATHS	CONDITION	

C — BRIEF CROSSCHECK

CRITERION	✓ MEETS	~ PARTIAL	✗ FAILS
LOCATION / NEIGHBOURHOOD	☐	☐	☐
PRICE WITHIN BUDGET	☐	☐	☐
SIZE / SQUARE FOOTAGE	☐	☐	☐
BEDROOMS & BATHROOMS	☐	☐	☐
CONDITION / FINISHES	☐	☐	☐
DEAL-BREAKER #1	☐	☐	☐
DEAL-BREAKER #2	☐	☐	☐

D — OBSERVATIONS

FIRST IMPRESSION (on entry)
SPACE & FLOW — client reaction
CONDITION NOTES — what was flagged
CLIENT COMMENTS (verbatim if possible)

E — INTEREST SCORE

"On a scale of 1 to 5 — 1 being not interested, 5 being this is the one — where does this land for you?"

1

2

3

4

5

Not interested at all — unlikely — Possible — Strong — Strongly interested — This is the one

F — AGENT NOTES & NEXT STEP

AGENT OBSERVATIONS — strategy notes, follow-up actions, brief adjustments required