

BUYER QUESTIONNAIRE

In an effort to ensure we will be able to serve you in the best way possible, please complete this questionnaire and email or fax back to me prior to our initial meeting.

Last Name _____ First Name _____ B-day _____

Cell/Work Phone: (____) _____ Email: _____

Spouse/other _____ First Name _____ B-day _____

Cell/Work Phone: (____) _____ E-mail: _____

Home Address: _____ Home Phone: _____

City: _____ State: _____ Zip: _____

To help you achieve your goals in relation to buying a home we need to ask you some questions that will help us understand how we can serve you best. What are the reasons you are interested in finding a new home?

Children's Name(s) (if applicable):

First: _____ Last: _____ Age: _____

First: _____ Last: _____ Age: _____

First: _____ Last: _____ Age: _____

First: _____ Last: _____ Age: _____

Do you have any special school requirements?

Do you have any pets? Yes No Type of pets? _____

Pets Names _____

What are your hobbies? Children's activities? _____

HOUSE REQUIREMENTS

Approximately how many square feet of living space do you require? _____

Number of bedrooms? _____ Number of bathrooms? _____ Yard Size? _____

What is the price range you would like to stay within? \$ _____ to \$ _____

What is the absolute highest you would consider spending if you found the perfect house? \$ _____

Describe the things you liked most about your previous home(s). _____

Please rate the importance of each feature that you would like in your home, townhome, or condo.

1 being not important. 5 being very important.

Location	Score	Interior	Score	Exterior	Score
Close to parks		Family room		Entertainment area	
Close to work		Floor Coverings Preference:		Low maintenance yard	
Close to public transportation		Closet space		Pool/Spa	
Close to highways		Den		BBQ area	
Close to schools		Dining room		Noise – less is better	
Close to shopping		Fireplace		Size of yard	
Family neighborhood		Garage size			
View		Laundry location			
Privacy		Modern kitchen			
Single versus two story house		Open feeling		STACK RANK TOP 5 FEATURE PRIORITIES:	
Other:		Size of bedrooms		1)	
		Updated bathrooms		2)	
		Workshop in garage		3)	
				4)	
				5)	

HOUSE REQUIREMENTS (CON'T)

Is there a special feature that has not been mentioned that is important to you?

Please describe what you would consider an ideal home for you; i.e. floor plan, decor, yard, style, features and anything else that is important to you. _____

About your lifestyle—what do you see yourself doing in your new home? (Entertaining, relaxing, raising a family)

Are there any areas you have in mind that appeal to you? _____

What attracted you to these areas? _____

What do you feel will be the key factors in your purchasing decision? (Price, terms, locations, etc.)

To what extent have you already done research for your home purchase? (Open houses, online browsing, etc.)

Have you seen any homes that appeal to you? If so, Please list the properties. _____

What time frame do you have in mind for moving? _____

What will you do if you do not find a home in that time frame? _____

Have you previously owned a home or real estate? Yes / No

Do you need to sell another home before buying? Yes / No

Is that home currently listed for sale? Yes / No If yes, how much is it listed for? _____

Listed with – Agent/Company _____ Phone _____

How long has your home been on the market? _____ Any Offers? Yes/ No

COMMUNICATION

Our goal is to help make buying your home an incredibly positive, stress-free experience. Open communication is very important to ensure a smooth process. Is there anything that you would like to tell me that you feel might be helpful in our working together? _____

Do you have a person who you would prefer me to use as the main contact? Yes / No / Either

If yes, who is the preferred contact? _____

When is the best time(s) for me to call you? Preferred number _____

Preferred Days _____ Preferred Times _____

Anytime – I will respond as soon as I can

I will also be contacting you via email, so you will be up to date on the process. Once you are in contract on the home of your choice, you will be able to follow the paperwork process online, at your convenience.

When is the best time for you to look at property?

Do you understand how the real estate MLS service works? Yes / No

Do you understand how the agent who helps you buy your home gets paid? Yes / No

EMPLOYMENT INFORMATION

Your Occupation: _____

Who is your current employer? _____ Years _____

Business Address _____

Spouse/Other's Occupation: _____

Spouse/Other's current employer? _____ Years _____

Business Address _____

FINANCING

Will this be an all-cash purchase? Yes / No

How much money would you like to use for this purchase as a *down payment*? \$ _____

Do you understand how financing a home works? Yes / No / Somewhat Closing costs? Yes / No / Somewhat

Loan Origination fees? Yes / No / Somewhat Title Insurance? Yes / No / Somewhat

Would you like information sent to you about any of these items? Yes / No

Items you would like information on: _____

Have talked with a lender? Yes / No Have you been preapproved for a loan? Yes / No

What is the maximum purchase price you are qualified for? (even if you plan on spending less)

\$ _____

What forms of financing are you considering? (Circle one) Fixed Rate FHA Cash Other

Do you have financing available through work, family or other means? Yes / No Please explain.

Would you like us to recommend a mortgage representative who will pre-qualify you and go over with you exactly what is needed to get the best rates and terms to pre-qualify for a loan? Yes / No

I am already preapproved with: _____

phone: _____ email: _____

When would be a good time for one of our lender partners to call you? _____

Thank you for sharing your thoughts with me. The more you tell me, the better change we have of finding more of what you want. I am looking forward to helping you get what you want.

