

## 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		<b>STACK RANK TOP 5 FEATURE PRIORITIES:</b>	
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?

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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. \_\_\_\_\_

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

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

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What attracted you to these areas? \_\_\_\_\_

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

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

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

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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.**

