

Buyer's Home Information Questionnaire

Family Information

Name(s): _____

Phone: _____ Email address: _____

Address: _____

Occupation & Location of work: _____

Spouse Occupation & Location of work: _____

Children living at home (names & ages): _____

Do we need to find a home for your future children? Yes No

Pets: _____

Do you plan on having pets? Yes No If so, what kind? _____

Home Selling Information

Have you bought or sold a house before? Yes No

Where and how long ago? _____

Did you enjoy the process? Yes No

What did you like or dislike about the process and the agents involved? _____

Do you have a home to sell before you purchase your next? Yes No

Is it currently on the market? Yes No

If so, what is the name of the company representing the sale of your home? _____

Agent Name: _____ Phone: _____

Are you currently in a lease or renting? Yes No

How much time is left on the lease? _____

Tell me about your current home. What do you like about it? _____

What do you dislike? _____

Information about your Move

What are your primary reasons for moving? _____

Will anyone else be involved in helping you make a purchase decision? Yes No

If so, who? _____

Information about your Buying Process

Have you already started looking for a home? Yes No

If yes, how long have you been looking? _____

Have you been working with an agent? Yes No

Company: _____ Agent: _____

What are your likes or dislikes about the process so far? _____

Are you currently in an exclusive buyer agency contract? Yes No

Have you seen any home before today that you liked? Yes No

If so, what kept you from purchasing it? _____

How soon do you need to be in your next home? _____

Why? _____

What would your ideal move-in date be? _____

Why? _____

If we found a home today that fit your needs and wants, would you make an offer to purchase it now? Yes No If no, please explain: _____

About Your Desired Area and Amenities

Do you know the area you would like to move to? Yes No
Name of area/neighborhood: _____
Describe the look and feel of the preferred area you would like to move to: _____

Are you familiar with the area that you would like to move to? Yes No
What parts of that area are you most interested in living? _____

Do you know others that live in this area? Yes No
Do you have a preferred or required school district? Yes No
Name of school or district: _____
Would you prefer to see a RE-SALE NEW HOME BOTH
Please explain. _____

Have you visited any new homes or models? Yes No
New Home Builders: _____

Home Price and Financing

What price range have you considered? _____
What monthly payment range have you considered? _____
Have you arranged financing yet? Yes No
Have you been pre-qualified? Yes No or pre-approved? Yes No
Company: _____ Phone: _____
Name of mortgage rep: _____
Do you need assistance in locating financing? Yes No

Home Amenities

What size home are you living in currently? _____
What size home do you desire to move into next? _____
Do you have any special requirements that need to be met? _____
How many bedrooms do you currently have? _____
How many bedrooms do you require for the next home? _____
How many bathrooms do you currently have? _____
How many bathrooms do you require for the next home? _____

Which of the following are important to have in your next home?

<input type="checkbox"/> Formal Dining Room	<input type="checkbox"/> Formal Living Room	<input type="checkbox"/> Den/Office
<input type="checkbox"/> Bonus/Rec Room	<input type="checkbox"/> Great Room	<input type="checkbox"/> Eating Space in Kitchen
<input type="checkbox"/> Extra Storage	<input type="checkbox"/> Fenced Yard	<input type="checkbox"/> Master Suite
<input type="checkbox"/> View	<input type="checkbox"/> Fireplace	<input type="checkbox"/> Additional Dwelling
<input type="checkbox"/> Family Room	<input type="checkbox"/> Hobby Room	<input type="checkbox"/> Workshop
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Comments:

Is lot size important? Yes No What is the minimum size? _____

Why? _____

Is privacy important? Yes No Why? _____

Is a garage important? Yes No How many car minimum? _____

Do you need a workshop? Yes No If so, why? _____

How many levels would you like in your home? 1 2 3+ Why? _____

What style of home do you prefer? _____

Describe: _____

Notes: _____

About the Transaction

To make this an exceptional transaction that you would tell your friends and associates about, what one thing would have to happen? _____

What is important to you about that? _____

If we could add one more thing to make the transaction even better, what would that be? _____

What's important to you about that? _____

On a scale of 1 – 10, with 1 being not so desirable and 10 being extremely desirable, what one thing does your home have to have/be for it to be a 10? _____

What is important to you about that? _____

Can you describe what that looks like? _____

If we could add just one more thing to make it a 10+, what would that be? _____

What is important to you about that? _____

Can you describe what that looks like? _____

What You Want in a Real Estate Agent

How does someone win with you? _____

How does someone lose with you? _____

What do you feel you have the right to expect from me as your Realtor®? _____

Full-time? _____

Devote adequate time to you? _____

Communicate with you in your preferred manner—consistently? _____

Specialize in residential real estate in the area where you want to buy? _____

Consistently update my education? _____

Be a Realtor®? _____

Update you on market trends? _____

Guide you through the purchasing process? _____

Partner with you during the negotiation? _____

Follow through in tracking your transaction from agreement to closing? _____

What do you feel I have the right to expect from you as my client? _____

Notes:

excerpted from The Complete Buyer's Agent Toolkit.