

BUYER QUESTIONNAIRE

My goal is to help you find the right home and to make your move as smooth as possible. To help me do that, please answer as many of the following questions as possible.

PERSONAL INFORMATION

Do you have a family? Tell me about them.

What kind of work do you do?

What do you do in your time off? What do you do for fun?

If you could live anywhere, where would that be?

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

EXPERIENCE

Do you currently own or rent a home?

How long have you lived there?

How long have you been looking?

How many homes have you seen?

How many homes have you liked? Why didn't you buy the one you liked?

What are you looking for that you haven't found?

How many properties have you purchased in the past?

When was the last time that you bought or sold?

Will you be financing part of the purchase or will you be paying cash?

If you're financing, have you met with a lender and been pre-approved for the loan?

NEEDS AND PRIORITIES

Of all the things that you're trying to accomplish in this move, what is the most important?

What are some of your favorite parts about the home you grew up in?

What are some of the best things about your current home? Why?

What are some of the worst things about your current home? Why?

How large of a home do you have in mind? Number of bedrooms? Baths?

What style of home do you prefer? Is there any style that you just don't like?

What kind of yard do you prefer?

What kind of neighborhood, or lack there of, do you want to look for?

What are the 3 things you can't live without in your home?

Considering all of your family members, what requirements do they have? (Handicapped, etc.)

What hobbies and leisure activities do we need to consider?

Do you have any pets? Do they have any special needs?

Do you have any school requirements?

Do you have any special furniture that you would like to accommodate?

How do you feel about decorating or doing repairs on a home?

How do you feel about buying a brand new home?

FINANCIAL INFORMATION

What price range do you have in mind and how did you decide on that amount?

How much over that amount would you be willing to go if the home was really appealing to you?

What monthly payment are you comfortable with?

What's the maximum payment you would consider?

Is there anyone that will be offering you financial assistance? Will they require input into the decision making process?

The lender will require 4 items of financial information: Cash, Income, Debt, and Credit.

He/She will need to know:

How much total cash do you plan to invest?

How much of your present home's equity do you plan to invest?

What is your annual combined gross income?

What type of long term obligations, such as car payments, do you have each month?

Is there anything that will show up on a credit report that we should resolve before loan application?

URGENCY

How soon would you like to be moved?

How would your plans be affected if you moved earlier or later?

If we found the right home today, what would you do?

If you already own a home, are you able to buy another home without selling your present one?