

Buyer Questionnaire

Date _____

Contact Info

Name _____

Home Address _____

Phone Number _____

Email Address _____

Birthday _____

How did you hear about me? _____

Additional Notes _____

Communication

Who is the primary contact and what is the best method to reach that person? Are there any times I need to avoid?

If I need to get your signature, what is the best way to handle it (online esignature, in person)?

How honest do you want me to be with you?

What can I do to make this a "5 Star" experience for you?

What are the three things you expect from your real estate agent?

Have you bought or sold a home before?

Current Home

What do you like about your current home?

What do you dislike about your current home?

Motivation

What is prompting your move?

When do you need to be in your new home?

Are you renting or do you own now?

If renter, do you know when your lease is up?

If owner, do you need to sell your current home before you buy your next one?

How long have you been looking for a home?

Have you seen any properties already, either with an agent or online?

Have you signed any type of buyers agreement with another agent?

If we found a home today that meets all of your needs and as many of your wants as possible, would you make an offer?
If no, what would it take to get you ready to make an offer?

Describe your level of motivation to buy a new home on a scale of 1 to 10.

Financing

Will you be paying cash or will you be financing your new home?

If financing, have you been pre-qualified or pre-approved by a lender?

If yes, who are you working with? Would it be possible to get a copy of the pre-qualification letter?

What is the amount you are pre-qualified for?

What price range are you comfortable with?

What will your down payment be?

How important are closing costs?

Have you ever served in the military?

Household

Who will be living in your home? What are their names and ages?

Will anyone else be spending more than an occasional overnight stay (parents, grandparents, etc.)?

Is there anyone else who will be involved in your home-buying decision?

Does your new home need to accommodate any special needs?

Do you have pets? What type and what are their names?

Do you have anything special that needs to be accommodated such as athletic equipment, fine art, large furniture, large aquariums, or a large collection?

Are there any other household needs to consider?

Lifestyle

What do you enjoy doing most when you're at home?

What room do you spend the most time in?

What lifestyle considerations are important to you?

Location

Tell me about your ideal location.

Are there any secondary locations you would consider?

What is your maximum commute time and distance? To where?

Are schools important?

What else is important about your location?

General Features

What type of home are you looking for (single family, condo, townhouse)?

Do you have a preference for when the home was built?

Do you want a home in move-in condition or are you willing to do some work on it?

Do you want to have a swimming pool or hot tub?

Do you have a preference for sewer or septic tank?

Are any neighborhood amenities important to you (pool, tennis, golf)?

Is it okay if your new home is part of a Home Owners Association (HOA)?

Is there a particular view you are seeking (city skyline, lake, mountains, etc.)?

Structure / Exterior Features

Approximately what size house are you looking for (square footage)?

What type of foundation would you like (slab, crawl space, basement)?

What size lot would you like?

How do you use your yard (Does it need to be flat, have a fence, offer privacy, etc.)?

Do you want a porch or deck?

What architectural styles do you prefer?

What type of exterior siding will you consider?

What are you looking for in terms of a garage (detached, attached, carport)?

Are you looking for any additional structures such as a greenhouse or shed?

What other exterior features are important to you?

Interior Features

What kind of style do you want the interior of your home to have (formal, casual, cozy, traditional, contemporary, etc.)?

What kind of floorplan do you prefer (open, cozy)?

How many stories do you prefer?

Are split levels and split foyers okay?

Are the kitchen and living areas adjoining or separate?

How many bedrooms and bathrooms does the home need to have?

How will each of those rooms be used?

What are your preferences for your master bedroom and bathroom?

What are your preferences for your secondary bedrooms and bathrooms?

What features must your kitchen have (breakfast area, island, types of appliances, etc.)?

What finishes do you want (countertops, flooring, appliances)?

Do you want a formal dining room or living room?

What are your preferences for your family room?

Do you want a fireplace?

What other rooms do you need or want?

Do you require a coat closet, linen closet, or a separate pantry?

What else should I know about the inside of the house you are looking for?

The Five Must Haves

What are the top five things your home needs to have?

1. _____
2. _____
3. _____
4. _____
5. _____

Beyond those five things, what is something else you really want to have?

If you could have something else, what would that be?

If you could have one last thing to make this your dream home, what would that be?