

# 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.