

BUYER QUESTIONNAIRE



GAIL DEMARCO
REALTOR



In an effort to ensure you will be served in the best way possible, please complete this questionnaire. Once you select the submit button on the last page, a copy will be emailed to me and I will review this prior to our first meeting.

How did you hear about us? _____

HOME BUYER INFORMATION

LAST NAME _____ FIRST NAME _____ BIRTHDAY _____
CELL/WORK PHONE _____ EMAIL _____

SPOUSE/OTHER _____ FIRST NAME _____ BIRTHDAY _____
CELL/WORK PHONE _____ EMAIL _____

HOME ADDRESS _____ HOME PHONE _____
CITY _____ STATE _____ ZIP _____

To help you achieve your goals in relation to buying a home I need to ask you some questions that will help me understand how I can serve you best. What are the reasons you are interested in finding a new home?

CHILD/CHILDREN'S NAME(S) (if applicable)

FIRST _____ GRADE LEVEL _____
FIRST _____ GRADE LEVEL _____
FIRST _____ GRADE LEVEL _____

Do you have any pets (YES / NO)? _____

If so, what type of pets? _____

Pets Names _____

What are your hobbies and how do you enjoy spending your free time? 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 \$ _____

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. Circle your rating, 1 being not important and 5 being very important.

LOCATION	1	2	3	4	5	GENERAL FEATURES	1	2	3	4	5
CLOSE TO PARKS	<input type="checkbox"/>	SIZE OF YARD	<input type="checkbox"/>								
CLOSE TO WORK	<input type="checkbox"/>	FAMILY NEIGHBORHOOD	<input type="checkbox"/>								
CLOSE TO HIGHWAYS	<input type="checkbox"/>	VIEW	<input type="checkbox"/>								
CLOSE TO SCHOOLS	<input type="checkbox"/>	PRIVACY	<input type="checkbox"/>								
CLOSE TO SHOPPING	<input type="checkbox"/>	SINGLE VS. TWO STORY	<input type="checkbox"/>								
CLOSE TO PUBLIC	<input type="checkbox"/>	GARAGE SIZE	<input type="checkbox"/>								
TRANSPORTATION	<input type="checkbox"/>	LAUNDRY LOCATION	<input type="checkbox"/>								
						MODERN KITCHEN	<input type="checkbox"/>				
						OPEN FEELING	<input type="checkbox"/>				
INTERIOR						SIZE OF BEDROOMS	<input type="checkbox"/>				
FAMILY ROOM	<input type="checkbox"/>	UPDATED BATHROOMS	<input type="checkbox"/>								
FLOOR COVERINGS	<input type="checkbox"/>	WORKSHOP IN GARAGE	<input type="checkbox"/>								
CLOSET SPACE	<input type="checkbox"/>	WILLINGNESS TO DO WORK	<input type="checkbox"/>								
LIVING ROOM	<input type="checkbox"/>	BUDGET FOR REMODEL	\$ _____								
DINING ROOM	<input type="checkbox"/>	OTHER _____	<input type="checkbox"/>								
FIREPLACE	<input type="checkbox"/>										
EXTERIOR											
ENTERTAINMENT AREA	<input type="checkbox"/>	PLEASE LIST YOUR TOP 5	1 _____								
LOW MAINTENANCE YARD	<input type="checkbox"/>	FEATURE PRIORITIES FROM	2 _____								
POOL/SPA	<input type="checkbox"/>	THIS LIST:	3 _____								
BBQ AREA	<input type="checkbox"/>		4 _____								
QUIET SURROUNDINGS	<input type="checkbox"/>		5 _____								

Is there a special feature that has not been mentioned that is important to you? _____

Please describe what you would consider an ideal home for you (floor plan, decor, yard, style, features and anything else that is important to you). _____

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

Are there any areas or neighborhoods you have in mind that appeal to you? _____

What attracted you to these areas? _____

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

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

Have you seen any homes that appeal to you? If so, please list the properties. _____

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? \$ _____ Address _____

Agent/Company Listed with _____ Phone _____

If you are currently renting, what is your current rent? \$ _____

Are you on a month to month lease? (YES / NO) _____

If not, when does your lease expire? _____

Are you comfortable ending your lease if you find the right home? (YES / NO) _____

COMMUNICATION

My 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?_____

Who you would prefer me to use as the main contact?_____

When is the best time(s) for me to call you?_____

Preferred Phone Number_____

Preferred Days_____

Preferred Times_____

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 Realtor who helps you buy your home gets paid (YES / NO)?_____

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.

EMPLOYMENT INFORMATION

Your Occupation_____

Who is your current employer?_____Years_____

Business Address_____

Spouse/Other's Occupation_____

Spouse/Other's current employer? _____Years _____

Business Address_____

HOME FINANCING

Do you understand how the following aspects of home buying work (YES / NO / SOMEWHAT)? _____

In US dollars, how much of your own money will you be using 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 you talked with a lender (YES / NO)? _____

Have you been pre-approved for a loan (YES / NO)? _____

What is the maximum purchase price you are approved for? (even if you plan on spending less)

\$ _____

What forms of financing are you considering (FIXED RATE / FHA / CASH / OTHER)? _____

Do you have financing available through work, family or other means (YES / NO / SOMEWHAT)? _____

Please explain. _____

Would you like us to recommend a mortgage consultant who will pre-approve you and review exactly what is needed to get the best rates and terms for your financing (YES / NO)? _____

I am already pre-approved with _____

Phone _____ Email _____

Do you have any additional questions or comments? _____

SUBMIT



GAIL DEMARCO
REALTOR



Thank you for sharing your thoughts with me. I am looking forward to helping you find the home of your choice and negotiating the very best possible price for you.