



Beatrice Caraballo  
 NJ REALTOR® Sales Associate  
 Real Broker, LLC.  
 2A Shoppers Lane  
 Turnersville, New Jersey 08012  
 (856) 347-0220 office  
 (856) 676-4046 mobile  
 BeatriceCaraballo@msn.com  
[www.comeonhomerealestate.com](http://www.comeonhomerealestate.com)

## BUYER'S QUESTIONNAIRE

**DATE (initial contact):** \_\_\_\_\_

NEW INQUIRY:            BUYER                            INVESTOR  
                                  CASH                                LOAN

LEAD GENERATOR:    ZILLOW                    REALTOR.COM    WEBSITE            WHATSAPP  
                                  SOCIAL MEDIA        REFERRAL        PERSONAL        CALL/TEXT

Referred by \_\_\_\_\_

### CONTACT INFORMATION

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 Mobile \_\_\_\_\_  
 Email \_\_\_\_\_

Are you currently working with another real estate agent?                            Yes    No

Are you in an Exclusive Buyer **Agency** Contract with another Brokerage?                            Yes    No

### FINANCING & PRICING

Do you need assistance in locating financing?                            Yes    No

Have you arranged financing yet?                            Yes    No

Contact Name \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Telephone \_\_\_\_\_  
 Email \_\_\_\_\_

Have you been Pre-Qualified, Pre-Approved or fully Approved?                            Yes    No

How much did you get approved for?                            \_\_\_\_\_

How much is the annual tax limit?                            \_\_\_\_\_

What type of loan did you receive?

- FHA
- Conventional
- USDA
- Jumbo
- Bridge
- Cash

Do you have enough funds in your bank account(s) to cover Earnest Money Deposit (EMD) which is typically 1% of the purchase price? Yes No

Do you have enough funds in your bank account(s) to cover Down Payment (3%) and Closing Costs (3%)? Yes No

Will you require closing cost assistance (Seller Concession or grants)? Yes No

Do you want to pre-qualify for the NJFHMA grants? Yes No

What monthly payment range would you feel comfortable with? \_\_\_\_\_

If you find a home you like, are you ready to make an offer right now? Yes No

**GENERAL QUESTIONS**

How soon do you want to move? \_\_\_\_\_

Where do you want to buy a home? \_\_\_\_\_

What is your reason for purchasing a home? Primary \_\_\_\_\_ Vacation \_\_\_\_\_ Investment \_\_\_\_\_

What is your maximum commute time and distance? \_\_\_\_\_

What is your work address? \_\_\_\_\_

Do you have children? Yes No

Is there a specific school or school district you would prefer to live in? If yes, which school district(s)? \_\_\_\_\_

Do you have pets? Yes No

Have you bought or sold a home in the past? Yes No

If yes, how long ago and where? \_\_\_\_\_

Do you need to sell a property before you can purchase another? Yes No

Are you currently in a lease? Yes No

If yes, when does it expire? \_\_\_\_\_

Do you or any members of your family have any disabilities, health conditions or other circumstances that would require specific home features? Yes No

If yes, which special features do you or your family members require?

## **YOUR NEW HOME**

Type of Construction? New Construction Existing  
Single-Detached Condo  
Farm Rancher  
Townhouse Manufactured  
Mobile Modular  
Multi Use Multi Family

Home Style: Modern \_\_\_\_\_ Traditional \_\_\_\_\_

What square footage do you prefer? 1,000 1,000-2,000 2,000-3,000 3,000+

Requested Acreage \_\_\_\_\_

Are stairs acceptable? Yes No

#of bedrooms \_\_\_\_\_ #of bathrooms \_\_\_\_\_ in-law suite \_\_\_\_\_

Main Bedroom? Yes No

If yes, which would you prefer? ½bath ¾ bathroom full bathroom

Do you want a basement? Yes No

If yes, which would you prefer? Unfinished Semi-Finished Fully-Finished

Is central air important to you? Yes No

Do you prefer an open floor concept? Yes No

Hardwood floors? Yes No

Home office? Yes No

Laundry room? Yes No

Fireplace? Yes No

Do you want? Porch Deck Sunroom

Yard? Yes No \_\_\_\_\_ Open \_\_\_\_\_ Fenced-in  
Pool? Yes No \_\_\_\_\_ Above \_\_\_\_\_ In-ground

Do you prefer a garage? Yes No

Do you prefer a driveway? Yes No

How many vehicles do you have? \_\_\_\_\_

## HOME SEARCH

When are you available to look at properties?

Monday Tuesday Wednesday Thursday Friday Saturday Sunday

What time is better? Morning \_\_\_\_\_ Evening \_\_\_\_\_

Are Virtual Tours Acceptable? Yes No

Are you willing to attend Open Houses? Yes No

What type of sales are you interested in looking at?

\_\_\_\_\_ Fixer Upper \_\_\_\_\_ Short Sales \_\_\_\_\_ REO/Foreclosures

\_\_\_\_\_ Estate Sales \_\_\_\_\_ Longer DOM (Days on Market) \_\_\_\_\_ For Sale by Owner

\_\_\_\_\_ Off-Market Property

*The information you have provided will be used to simplify property search and save you time.  
If there are any details not discussed in this Consultation, please feel free to share them with me.  
Thank you, in advance and let's get you that dream home!*