



BUYER QUESTIONNAIRE

Date: _____

BUYER CONTACT INFORMATION

LAST NAME _____ FIRST NAME _____ PHONE NUMBER _____ EMAIL _____

LAST NAME _____ FIRST NAME _____ PHONE NUMBER _____ EMAIL _____

CURRENT ADDRESS _____

ASSESS BUYER READINESS

1. Are you a first time buyer? _____
2. Why are you looking to move? _____

3. How long have you been looking for a home? _____
4. How are you going about your search? (open houses, internet, etc.) _____

5. When would you like to be in your new home? _____
6. Where are you currently at in the buying process? _____
 Need to sell a home? Need to close on a home? Non-Contingent?
 Have you talked to a lender – pre-approved?
7. When would you be available for a personal consultation? _____

When we meet, we can review homes currently on the market and I can give you my 10-point Purchasing Pathway system to prepare you for your home purchasing journey.

PURCHASING WISH LIST

Location _____ Price Range \$ _____

Style _____ Bedrooms _____ Baths _____

Home Features: Must haves (highest needs) _____

Additional wants (highest wants) _____

BUYER QUESTIONS - BUFFIN

1. Are you Presently Working with a Realtor?
2. Have you signed any Realtor Contracts?
3. What is Your Present Living Situation?
4. Have you seen any Homes in last Month or So?
5. What Areas / Neighborhoods are you Looking into?
6. What is Your Time Frame?
7. What is the Downfall or Ramifications if you are NOT Moved in by Then?
8. Have you Talked to a Mortgage Person in last Month?
9. Are there any Credit Problems that I need to be Aware?
10. Will any of the Down Money used to Purchase be Borrowed?
11. How Many Decision Makers are there?
12. Are there any Fears in the Future Move?
13. What are the "Wants & Needs" in your "Perfect" Home.