

Questionnaire: *Buyer Consultation*

Buyer Information

Name

Name

Date

Under Contract (*Other Realtor*)

Home or Office Number

Cell Number

Email

Full Address

Future Home

Price Range (*Min \$ to Max \$*)

Location

Type of Home & Age (*i.e. Single Family, Townhouse, Condo*)

Number of Bedrooms

Number of Bathrooms

Parking (*i.e. mutual, private, lane*)

Parking Extra (*i.e. garage, carport*)

Special Features/Updates

Lead Generation (*Check*)

- | | | |
|---|--|--|
| ☐ Sign | ☐ Special Reports | ☐ Signs/Direct Mail |
| ☐ Direct Mail | ☐ Duty | ☐ Bank Referral |
| ☐ Past Client Referral | ☐ Sphere of Influence | ☐ Lawyer Referral |
| ☐ Past Client Repeat | ☐ Newsletter | ☐ Seminars |
| ☐ RL Relocation | ☐ Friend/Family | ☐ TV Advertising |
| ☐ RL Referral | ☐ Builder Referral | ☐ Radio |
| ☐ Staff Referral | ☐ Outgoing Referral | ☐ Miscellaneous |
| ☐ Internet | ☐ Local paper | ☐ Unknown |

Important Questions

1. May I ask why you are moving at this time?

2. Do you own or rent? & Must you sell before buying?

3. If yes, do you have an agent helping you with the sale?

4. Have you had an agent in to do an evaluation?

5. Would you like to have us do a Market Evaluation?

6. Will you need financing for this home?

7. Have you been pre-qualified by a lender? Amount?

8. Did you receive a pre-approval certificate?

9. Family Size? & When do you need to move?

10. Is there anyone else who will be helping you make that decision?

11. How long have you been looking? & Found anything you liked?

12. Is there anything that I haven't asked that you would like to tell me