***Agent Align Realty Network Needs Assessment Questionnaire***

Below is a comprehensive questionnaire designed to gather information to help us understand your needs and preferences in a real estate agent.  Feel free to answer as many or as few questions as you wish.  The more detailed responses you provide, the better we can help you connect with the right agent(s) for you.

**Client Information:**

Name:

Phone:

Email:

**Transaction Details:**

Are you looking to:

Buy:

Sell:

Both:

**For Sellers:**

Address of property to be sold:

Type of property (e.g., single-family home, condo, land, commercial, etc.):

Selling: What is your expected selling price?  $

Is it important that your agent have experience with previously selling homes in your specific neighborhood?

Do you prefer an agent who specializes in a certain area (Waterfronts, Investments, Senior Communities, etc)?

Is it important that your agent have strong connections with other service providers such as staging, home repair, or other contractors?

**For Buyers:**

Type of property desired:

Preferred location or neighborhood:

Desired features (e.g., garage, backyard, mobility/accessibility accommodations, etc.):

Buying: What is your budget range?  $

Is it important that your agent have experience with selling homes in a specific neighborhood where you are looking to buy?

Do you prefer an agent who specializes in a certain area (Military/VA, Investments, Senior Communities, etc)?

**Timeframe:**

When do you plan to start the transaction process?

Is there a specific deadline or timeframe you need to meet?

**Agent Preferences:**

Communication style:

Language preference:

How often would you like to be updated on the progress?

Preferred method of communication (email, phone, in-person meetings):

**Negotiation Style:**

Do you prefer an agent who is assertive or diplomatic in negotiations?

**Availability:**

What is your preferred time for property viewings or meetings?

**Experience and Credentials:**

Are there specific certifications or qualifications you would like your agent to have?

Any preferences for the number of years of experience?

Are there any specific or unique property characteristics or personal circumstances that would require a specialist (such as waterfront, historic property, farm, commercial use, short sale, investor property, senior specialist, divorce, estate/trustee sale, etc)?

**Personal Traits:**

Do you prefer a more business-like approach or more of a personal touch?  Consider if the real estate transaction will be an emotional experience for you.  If so, you may have preferences toward someone who is a good empathetic listener who has more time available for you.

Are you looking for an agent who is more analytical, creative, detail-oriented, or people-oriented?

Marketing Approach (for Sellers):

Do you prefer in-person signing or e-signing documents?

What type of marketing strategies are you comfortable with?

Any specific marketing channels you prefer?

**Technology Usage:**

How tech-savvy would you like your agent to be?

Are you open to virtual property tours or online document signing?

**Client References:**

Are you interested in speaking with previous clients for references?

**Additional Preferences:**

Anything else you would like us to know about your preferences or requirements?

Would you like us to call you for a follow-up conversation to further discuss anything before we begin the search for your agent(s)?

How many agents would you like us to identify for you (1-3)?

***Thank you for taking the time to complete this questionnaire. Your responses will help us match you with the best real estate agent for your needs.***