

Buyer Questionnaire

This is a comprehensive form designed to help me understand your needs. Not all questions may apply to you. The 5 -10 minutes it takes to complete it will save us a lot of time in the future. As always, **your answers will be kept in the strictest confidence.**

You may complete the form on line or print it out and e-mail or fax it back to me. To print the form, [please click here.](#)

Last Name(s) _____ Home Phone _____

First Name _____ Work Phone _____ Cell _____ Email _____ @ _____

First Name _____ Work Phone _____ Cell _____ Email _____ @ _____

Fax # 1 _____ Fax # 2 _____

Home Address _____

City _____ State _____ Zip _____

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

Do you have children that will be living in the home? _____ What are their ages? _____

What, if any, pets do you own _____

Are you currently working with a Realtor? ___ Yes ___ No

If yes, what is the name & company? _____

When was the last contact? _____

Have you signed any agreements that would preclude you from working with me? ___ Yes ___ No

If yes, please explain _____

What is the primary reason you are interested in finding a new home?

Are you interested in new construction? ___ Yes ___ No

Are you interested in a house with acreage ___ Yes ___ No A farm ___ Yes ___ No How big _____

If yes above, please explain _____

Have you purchased a home before? ___ Yes ___ No

Approximately how many square feet are you looking for in your home? _____

of Bedrooms _____ # of Bathrooms _____ # of Half baths _____ Yard Size _____

What is the price range you would like to stay within? \$ _____

Is there a minimum price range you must pay to avoid capital gains taxes on your last home? \$ _____

What is the absolute highest amount you would consider spending if you found the perfect house? \$ _____

Please rate the importance of each feature that you would like in a home

Check the number that best fits your desire, 5 being the most desirable

Fireplace ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

Formal dining room..... ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

Eat in kitchen..... ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

Entertainment area..... ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

Family Room..... ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

Dinning room..... ___ 1 ___ 2 ___ 3 ___ 4 ___ 5

- Large master bedroom..... 1 2 3 4 5
- Carpet color..... 1 2 3 4 5
- Open feeling..... 1 2 3 4 5
- Family neighborhood..... 1 2 3 4 5
- Close to schools..... 1 2 3 4 5
- Close to work..... 1 2 3 4 5
- Parks nearby..... 1 2 3 4 5
- Home office..... 1 2 3 4 5
- Security system..... 1 2 3 4 5
- Wet bar..... 1 2 3 4 5
- Vaulted ceilings..... 1 2 3 4 5
- Hardwood floors..... 1 2 3 4 5

What style of home are you looking for? (Ranch, condo, patio, 2 story, contemporary etc.) _____

Did you have a particular construction in mind? (Brick, wood, log, stone, vinyl, etc.) _____

Will you need a basement? (Full, partial, finished, walkout, etc.) _____

Is a garage required? (Attached, detached, 1, 2, 3 cars) _____

Do you have a utility preference? (gas, electric, thermal, etc.) _____

Will you need any appliances? Yes No If yes, which ones _____

Is the age of the home an important factor to you? Yes No If yes please explain _____

Do you have a lot preference? (wooded, secluded, water front, golf course etc.) _____

Is there a special feature not previously mentioned that is important to you?

Please describe what you would consider an ideal home for you. Tell me about the location, floor plan, décor yard etc.

Tell me about your lifestyle. What do you see yourself doing in your new home? (Entertaining, relaxing, raising a family, etc.)

Are there any geographic areas or neighborhoods that you would like to look at? _____

What room in the home is most important to you? _____ Your spouse? _____

Please describe your present home, your likes and dislikes. _____

What do you have in your present home that you must have in your new home? _____

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

What brings you to our area? _____

Do you currently own or rent? Own Rent If lease, when does your lease expire? _____

Do you need to sell another home before moving? Yes No

If yes, is that home currently listed? Yes No

If yes, with whom? _____ and how long has it been on the market _____

How soon would you like to move? _____

How long have you been looking for a new home? _____

Have you found anything that you like? Yes No

If yes, what stopped you from buying it? _____

If we find the right property, are you prepared to make a decision now? Yes No

Will anyone else be helping you make the buying decision? Yes No Who _____

What time frame do you have for moving? _____

What will you do if you don't find a home in that time frame? _____
Will you be paying cash or will you be financing the home? ___ Cash ___ Financing
If you are financing, have you been pre-approved by a lender? ___ Yes ___ No How much _____
If yes, what is the name of the lender? _____

In order to help you obtain the best interest rates and terms, I need to gather some basic financial information. This will allow me to explore all options and to expedite your loan once we have located the right home for you. Providing this information is at your discretion. It will be held in total confidence and will only be used to help secure the most favorable financing terms possible on your behalf.

Your occupation _____ Current employer _____ Gross monthly income \$ _____
Business address _____ # years employed _____
Spouses occupation _____ Current employer _____ Gross monthly income \$ _____
Business address _____ # years employed _____
Do you have other sources of income? ___ Yes ___ No if yes, explain _____

How much money do you have available for a down payment? _____

Where is the money coming from? _____

Do you understand how financing a home works? ___ Yes ___ No Closing costs ___ Yes ___ No

Loan origination fees? ___ Yes ___ No Professional home inspection? ___ Yes ___ No

What forms of financing are you considering in purchasing a home? Fixed rate ___ Yes ___ No

Variable rate ___ Yes ___ No F.H.A. ___ Yes ___ No V.A. ___ Yes ___ No

Other ___ Yes ___ No Explain _____

Do you have financing available through work, family or other means? ___ Yes ___ No

If yes, please explain _____

Would you like for me to recommend a mortgage representative that could pre-qualify you and review with you exactly what is needed to get the best rates and terms to pre-qualify for a loan? ___ Yes ___ No

What bills do you have over \$150.00?

Car _____ Credit card _____ Insurance _____ Child support _____

Car _____ Credit card _____ Boat _____ Alimony _____

Credit card _____ Credit card _____ Investment _____ Other _____

Other _____ Other _____ Other _____ Other _____

Do you have any other major financial obligations that could have a bearing on the purchase of a home?

My goal is to help make buying your home a positive experience. To do that we need open communication between us so that the little problems that naturally come up in buying a home can be handled easily and without stress.

Is there anything that you would like to tell me that you feel might be helpful in our working together?

What could I do for you as your agent to make this the best experience you've ever had in buying a home?

Do you understand how the MLS works? Yes No

Do you understand how an agent who finds you a home gets paid? Yes No

After I have shown you a number of homes that are close, but not quite the one you are looking for and you walk into an Open House being held by another agent and decide it is the home you want, what would you do?

- A) Ask the agent at the Open House to write up the offer.
- B) Call and ask me to write up an offer on the home.

If I gave you 100 percent of my time, will you buy your property from me? Yes No

Are you willing to commit to working with only me to help you find a home? Yes No

Comments: _____

When is the best time(s) for me to call you: Sunday? Yes No Time _____
Monday? Yes No Time _____ Tuesday? Yes No Time _____
Wednesday? Yes No Time _____ Thursday? Yes No Time _____
Friday? Yes No Time _____ Saturday? Yes No Time _____

What are the best times for you to view properties? _____

How would you like to communicate? phone cell phone fax mail e-mail

We appreciate the opportunity to assist you in all your real estate needs. ADVANTAGE JANES REALTY cooperates fully with all other real estate companies and we have access to all available listings in our area. As experienced Real Estate professionals, we will provide the dedication, honesty, and outstanding service that each client deserves.

Thank you for filling out the questionnaire. If you have any questions don't hesitate to call. This information will help me make your transaction progress as smoothly and effortlessly as possible. I will be in touch with you soon and look forward to working with you.