



BUYER'S QUESTIONNAIRE

Here are some of the things any buyer should think about before engaging an agent to start working on finding the perfect home. The more your agent knows about your experience, your purpose, and your ideal home, the more effective she can be in helping you achieve your goals.

FAMILY INFORMATION

- ✔ Current residence
- ✔ Occupation and office location
- ✔ Spouse occupation and office location
- ✔ Ages of children
- ✔ Pets?

HOME BUYING EXPERIENCE

- ✔ Experience buying and selling?
- ✔ Where and how long ago?
- ✔ What did you like most about your experience?
- ✔ Do you need to sell your current home?
- ✔ Or are you leasing and renting?
- ✔ If leasing, how much time is left on your lease?
- ✔ What do you like most about your current home?

GETTING READY TO BUY

- ✔ Are you already working with an agent?
- ✔ How long have you been looking for a home?
- ✔ What you like or dislike about the process so far?
- ✔ What homes have you seen and liked?
- ✔ What kept you from purchasing a home you really liked?
- ✔ How soon do you need to be in your first home?

DESIRED AREA & PRICING

- ✔ Do you know where you'd like to move to?
- ✔ Are you familiar with that area?
- ✔ What makes it most attractive to you?
- ✔ Do you have a preferred school district?
- ✔ What price range have you considered?
- ✔ Have you been pre-qualified?

AMENITIES

- ✔ What size home do you live in now?
- ✔ What size do you want to live in?
- ✔ Do you have any special requirements?
- ✔ How many bedrooms and bathrooms?
- ✔ What would you like to have? A pool, spa, great room, fireplace, office, etc.
- ✔ How important is lot size?
- ✔ How important is privacy?
- ✔ Do you need a workshop?
- ✔ How many levels?
- ✔ What style you prefer? Mediterranean, Tudor, Spanish, etc.

CHOOSING AN AGENT

- ✔ What do expect from your Realtor?
- ✔ What matters most in working with an agent?
- ✔ What specialities would you consider important?
- ✔ What communication styles work best for you?
- ✔ Do you need support through purchasing process?
- ✔ Do you want partner to negotiate your contract?
- ✔ What do you think an agent should expect from you?

I hope this questionnaire and checklist gives you an idea about the kinds of things you and your family should consider and be prepared with responses to make the most of your work with a Realtor.

It is my pleasure to assist you! If you have any questions or if I can be of service, please feel free to contact me at 805-698-4379.

Sincerely,
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