

*Buyer*  
Questionnaire



Name: \_\_\_\_\_ Date: \_\_\_\_\_

1. Do you have a specific geographic location you prefer over others?
  
2. You said \_\_\_\_\_ are important to you in a home. What are other features of an area or subdivision that are important to you? Anything else?
  
3. What do you like most about your current home?
  
4. You said the reason you have decided to buy/move now is \_\_\_\_\_. Is that correct? Are there any other reasons?
  
5. Do you absolutely have to buy a home?
  
6. Do you need to sell your current home prior to moving into your new one?
  
7. How much did you want to invest? Up to \$\_\_\_\_\_?
  
8. What is the longest distance you will commute to work?
  
9. How soon do you want to be in a new home?
  
10. Tell me about your past experiences of buying and/or selling real estate.
  
11. What do you expect of an agent representing you?

12. Will you be using financing? What kind? Have you spoken to a lender to determine what the maximum monthly house payment your budget will allow?

13. Are you prepared to write an offer at full price or at least fair market value based on a competitive market analysis?

14. How soon do you want to be in your new home? Why? (What will be different then?)

15. Is there anyone else that will be involved in the decision making process?

16. Have you spoken to any other agents about representing you?

17. Do you want me to represent you in the purchase?