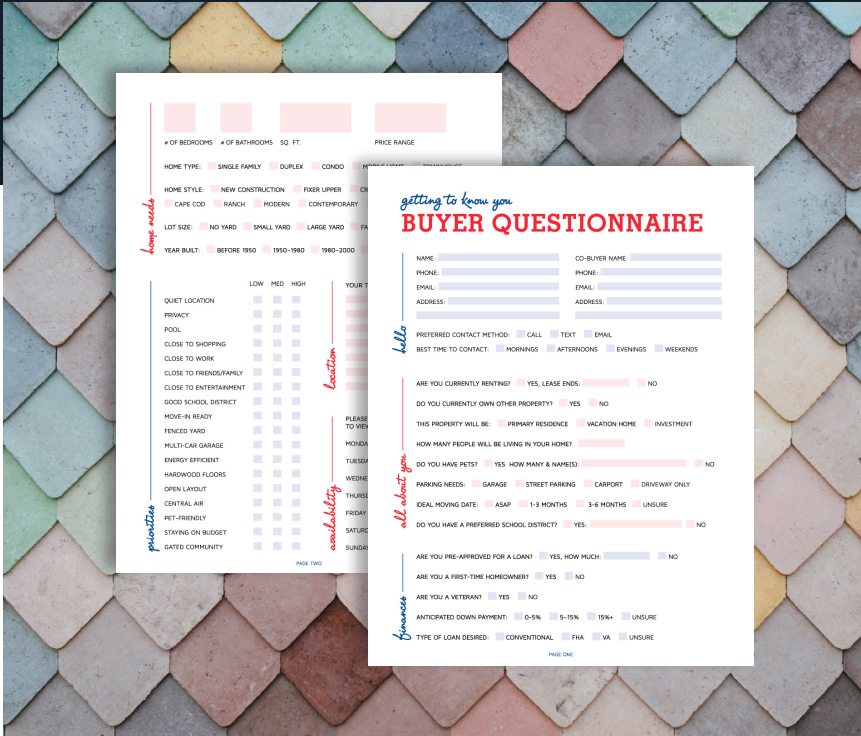


BUYER QUESTIONNAIRE



Actively listening to a prospect to understand their needs makes a great first impression. Use this questionnaire to get the info you need while making your prospect feel truly heard.

WHAT'S INCLUDED:

Page 1: All the questions you need to get to know your buyers better.

Page 2: More questions to hone in on the details they're looking for in a home.

DIRECTIONS:

Option 1:

Print out these pages and use them to guide you through a Q&A with your clients.

Option 2:

Let your clients fill out their answers at the start of an appointment and refer to them as the meeting continues.

Option 3:

For a virtual meeting, delete these instructions and email the questions to your clients. They can fill out the pages and email them back.



for more free printables and resources, VISIT [REMINDERMEDIA.COM/PRINTABLES](https://www.remindermedia.com/printables)

getting to know you

BUYER QUESTIONNAIRE

NAME:

CO-BUYER NAME:

PHONE:

PHONE:

EMAIL:

EMAIL:

ADDRESS:

ADDRESS:

PREFERRED CONTACT METHOD: CALL TEXT EMAIL

BEST TIME TO CONTACT: MORNINGS AFTERNOONS EVENINGS WEEKENDS

ARE YOU CURRENTLY RENTING? YES, LEASE ENDS: NO

DO YOU CURRENTLY OWN OTHER PROPERTY? YES NO

THIS PROPERTY WILL BE: PRIMARY RESIDENCE VACATION HOME INVESTMENT

HOW MANY PEOPLE WILL BE LIVING IN YOUR HOME?

DO YOU HAVE PETS? YES HOW MANY & NAME(S): NO

PARKING NEEDS: GARAGE STREET PARKING CARPORT DRIVEWAY ONLY

IDEAL MOVING DATE: ASAP 1-3 MONTHS 3-6 MONTHS UNSURE

DO YOU HAVE A PREFERRED SCHOOL DISTRICT? YES: NO

ARE YOU PRE-APPROVED FOR A LOAN? YES, HOW MUCH: NO

ARE YOU A FIRST-TIME HOMEOWNER? YES NO

ARE YOU A VETERAN? YES NO

ANTICIPATED DOWN PAYMENT: 0-5% 5-15% 15%+ UNSURE

TYPE OF LOAN DESIRED: CONVENTIONAL FHA VA UNSURE

hello

all about you

finances

home needs

OF BEDROOMS

OF BATHROOMS

SQ. FT.

PRICE RANGE

HOME TYPE:

 SINGLE FAMILY DUPLEX CONDO MOBILE HOME TOWNHOUSE

HOME STYLE:

 NEW CONSTRUCTION FIXER UPPER CRAFTSMAN VICTORIAN CAPE COD RANCH MODERN CONTEMPORARY OTHER:

LOT SIZE:

 NO YARD SMALL YARD LARGE YARD FARM OTHER:

YEAR BUILT:

 BEFORE 1950 1950-1980 1980-2000 2000-PRESENT BRAND NEW

priorities

LOW MED HIGH

QUIET LOCATION

PRIVACY

POOL

CLOSE TO SHOPPING

CLOSE TO WORK

CLOSE TO FRIENDS/FAMILY

CLOSE TO ENTERTAINMENT

GOOD SCHOOL DISTRICT

MOVE-IN READY

FENCED YARD

MULTI-CAR GARAGE

ENERGY EFFICIENT

HARDWOOD FLOORS

OPEN LAYOUT

CENTRAL AIR

PET-FRIENDLY

STAYING ON BUDGET

GATED COMMUNITY

location

YOUR TOP AREAS/NEIGHBORHOODS:

PLEASE LIST TIMES YOU ARE AVAILABLE TO VIEW PROPERTIES FOR EACH DAY:

MONDAY

TUESDAY

WEDNESDAY

THURSDAY

FRIDAY

SATURDAY

SUNDAY

availability



IT PAYS TO BE REMEMBERED.

REGULARLY STAY TOP OF MIND WITH YOUR PAST CLIENTS BY GIFTING TO THEM YOUR OWN PERSONALLY BRANDED MAGAZINE!

Get your free digital sample of Good to be Home magazine and see all six places that you can personalize with your contact info!



personalized as a gift from you!

CLICK HERE TO DOWNLOAD YOUR FREE PDF SAMPLE