



Brief Buyer's Questionnaire

Please take a moment to fill out this questionnaire. This information will assist us in finding the right home for you.

Fax the completed questionnaire to (925) 940-9576

Current Residence:

1. Architectural style and size of current home? (ie., bedrooms, square footage, etc.)

2. What do you have in your present home that you must have in your next?

3. What do you want to "leave behind"?

4. What are the favorite characteristics of your current home? (ie., view, family room, spaciousness, charm?)

5. What characteristics of your current neighborhood would you like to duplicate? If more appropriate, describe what your ideal neighborhood lifestyle might be.

6. What do you anticipate would be a successful sales price for your current home, and (in round numbers) what amount of equity would you expect to transfer to your next home?

7. What is the targeting date for moving?



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Future Residence:

1. What “benefits” are most appealing about this move? (not home features, but intangible benefits, such as better schools, safety, weather, proximity to family?)

2. How many bedrooms and baths are considered an absolute “must” for your family?

3. What other features are critical? (i.e., yard configuration, sun exposure, sidewalks, schools, formal dining room, family room, cul-de-sac, pool, etc.)

4. Is there a preferred (or unacceptable) architectural style?

5. Is there a preference for a one or two-story home?

6. What about commuting? How much will this be factored into your purchase?

7. Schools: how old are your children and what school grades must be considered in your purchase?



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8. Is street appeal critical, not so important, or something you can improve upon, if necessary?

9. How does your family lifestyle affect your selection of a home? (hobbies, home office, etc)

10. If your new residence needs some "fixing up", how much "fixing up" is acceptable?

11. What communications are preferable (or unacceptable) for you?

12. What is your preferred price range?

13. Have you had preliminary discussions with a Lender or Broker?

Has he/she provided you with a verbal prequalification to confirm your purchasing budget?

14. What are the most convenient times for me to reach you?

15. What numbers should I use reach you?

WORK:

HOME:

CELL:

FAX:

Email:

16. Would you like to be notified automatically via email of new listings that meet your search criteria?

YES

NO



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What skills and/or resources from me as a Real Estate consultant would best help you? Would make you feel most comfortable about this process?

What question has not been asked that should have been?



Thank you for taking the time to fill out this questionnaire.
Upon completion, please fax to:

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