

BUYER(S) _____

ADDRESS _____ PHONE _____

Referred by; _____

Relationship to Buyer(s): _____

Date Referred: _____ Date Contacted _____ Date Thank You Sent _____

What features are you looking for in a home? Liv SqFt _____ Bed__ Baths __ FamRm__ Gar__ Pool__

How long have you been looking? _____

What price range do you have in mind? _____

How did you decide on that amount? _____

How soon do you need to find a home? _____

Why did you decide to buy now? _____

Have you seen anything you liked? __Yes __ No Tell me about it: _____

What kept you from buying it? _____

What neighborhoods (area) are you interested in? _____

What do you like about that area? _____

Do you currently __ own __ rent?

If you found the right home today, is there anything that would keep you from buying it? __Yes __ No

When are you available to look at properties? _____

Is your present home on the market? __Yes __ No With a Realtor? __Yes __ No Who? _____

Would you have to sell it first in order to buy another? __Yes __ No _____

Have you had any experience working with a Realtor to find a home? __Yes __ No When? _____

Have you had any experience working with a Realtor to sell a home? __Yes __ No When? _____

What was most memorable about that experience? _____

What would you change about that experience? _____

What do you expect from the real estate agent and company you choose to represent you in the purchase of your home?