

# Buyer Questionnaire

1. When do you want to move?
2. How long have you been looking?
3. If we find a home today, are you ready to buy it today?
4. Are you working with any other real estate agents?
5. How many in your family?
6. Do you own or are you renting?
7. Are you on a month to month or are you leasing?
8. Will you have to sell your home before you can purchase your new home?
9. Have you found any homes that you liked?
10. What price range have you been considering?
11. What would you feel comfortable with as a monthly payment?
12. If we found a home that you simply had to have would your down payment and monthly payment have any flexibility?
13. How much do you have for a down payment?
14. Again, if I found a home you simply had to have would that down payment have any flexibility?
15. How many bedrooms will you need?
16. Do you have an area that you prefer?
17. Is there anyone else that will be helping you with the decision?
18. Are there any "Have to haves" that you will want for your new home?
19. Do you have any special requirements that you can think of?
20. Where are you employed?
21. How long have you been employed there?
22. Do you have a significant other?
23. Where is your significant other employed?
24. What are the best times for you to look?
25. Right now I am going to show you how we find homes on the computer. Then we are going to make an appointment to see several, we'll look at them and then come back and discuss what you saw and what I think you saw, fair enough?
26. Before we state that, is there anything that you need me to know? Like special needs or wants?  
Let me ask you one more question, Is there anything that I should have asked you that I didn't ask you?
27. Let me ask you this. Is there some reason you can think of that you and I cannot commit to working together?  
What I mean by that is do you have an Aunt, Uncle, Brother, Sister, Friend, Mother or Father that you already owe your real estate buying loyalty to?
28. I want to commit to you, to show you all of the properties that you should be seeing, that takes a lot of my time, that takes a lot of your time. (*tip of the iceberg dialogue*) When I make that kind of commitment I expect a reciprocal commitment from you. I think you know what I mean, I am going to concentrate all of my efforts on your buying needs, and just like you, I have to get paid for that. When you go to work everyday you go to the boss that pays you the most, right? Well the way we do that in real estate is with the "Exclusive Authorization and Right to Acquire Agreement" you and I are committing to work together. I will be working with you and two or three other buyers, but you can only buy from me. This means that if you see an open house, if you see a sign on a house, you call me, not them. If you talk to another real estate agent you tell them that we are contractually committed. Is that something that you would like? Your own exclusive real estate agent?
29. I want to take a little time right now to explain just what it is that I do for you, would that be alright?

*Go to your Buyer Book at this point.*