



Buyer's QUESTIONNAIRE

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This Buyer's Questionnaire is designed to guide you through a conversational approach to understanding your clients' needs, preferences, and financial readiness. By using open-ended questions, it encourages a natural dialogue, helping build rapport while gathering essential details about the buyer's goals and priorities. The purpose is to ensure you can tailor your services and find a home that truly fits the buyer's lifestyle and budget.

1. Let's start with the basics:

- Can you tell me a little about yourself and your family or household?
- What's bringing you to the market right now? Are you relocating, upsizing, downsizing, or maybe buying your first home?

2. Let's talk about your timeline:

- When would you ideally like to move into your new home?
- Do you have a specific deadline or are you flexible?

3. Your current situation:

- Are you currently renting, or do you own your home?
- If you own, do you need to sell your current home before purchasing?

4. Financial readiness:

- Have you spoken to a lender or been pre-approved for a mortgage?
 - If yes, what's your pre-approval amount?
 - If no, would you like me to connect you with a trusted lender?
- What's your comfortable price range for the new home?
- Have you thought about your down payment? If so, what percentage of the purchase price are you planning to put down?

5. Let's talk about the ideal home for you:

- What type of home are you looking for? (e.g., single-family, condo, townhouse, multi-family)
- Do you prefer a newer home or something with more character?
- How many bedrooms and bathrooms do you need?
- Do you have a preference for the size of the home or lot?
- Are there specific features or spaces you need? (e.g., garage, finished basement, large kitchen, home office, etc.)

- What about outdoor space—do you want a large yard, patio, or something low-maintenance?

6. And what about things you'd like to avoid?

- Are there any deal-breakers for you, like homes with too many stairs, homes that need a lot of work, or other factors?

7. Let's focus on location:

- What areas or neighborhoods are you most interested in?
- Do you need to be close to work, family, or other specific locations?
- Do you have preferences for a particular school district or community features (like parks, restaurants, or public transportation)?
- How important is commute time to you?

8. Your lifestyle and future plans:

- What's your current living situation, and what do you like or dislike about it?
- How do you see yourself living in this home day to day?
- Are there any hobbies, activities, or specific lifestyle needs that your home should accommodate?
- Do you anticipate any major changes in the next few years, like growing your family, hosting more often, or changing jobs?

9. Let's revisit your "must-haves" and "nice-to-haves:"

- What are your top priorities or non-negotiables for your new home?
- Are there features that would be nice to have but aren't deal-breakers?

10. Any concerns or questions?

- Are there any parts of the buying process you're unsure about?
- What challenges have you experienced (or do you expect) during your home search?

11. Anything else you'd like to share?

- Is there anything else you think I should know to help you find the right home?

