



## BUYER QUESTIONNAIRE

Address: \_\_\_\_\_

1. Where you referred by someone? Yes or No
2. If yes, by whom? \_\_\_\_\_
3. If no, what brought you to me? \_\_\_\_\_  
Ex. Listing, Friend, Relative, Open House, Realtor.com, CollinCountyHomes.com, Facebook, Zillow
4. Do you have a goal of when you wanted to buy a home/property? \_\_\_\_\_
5. Is this your first time buying a home/property? Yes or No
6. If no, when did you purchase your last home/property? \_\_\_\_\_
7. If no, how many homes/properties have you owned in the past? \_\_\_\_\_
8. If no, do you need to sell your current home/property? Yes or No
9. If no, are you able to purchase a home/property without selling first? Yes or No
10. Is this purchase work related (corporate relocation)? Yes or No
11. If you do not own a home/property what is your current living situation? \_\_\_\_\_  
Ex. Living with Friend, Living at home, Leasing a Home, Living with Relative
12. If leasing, what is your current lease amount per month? \$ \_\_\_\_\_
13. If leasing, what does your current lease expire? \_\_\_\_\_
14. If leasing, how long have you been leasing? \_\_\_\_\_
15. If leasing, how long? \_\_\_\_\_
16. Have you been pre-approved for a home mortgage? Yes or No
17. If yes, what is the name of the mortgage co. & loan officer? \_\_\_\_\_
18. If yes, would you consider comparing services with another mortgage co.? Yes or No
19. If yes, what was the approximate date you were pre-approved? \_\_\_\_\_
20. If no, are you paying cash? Yes or No
21. If no, would you like me to refer you to a few vetted loan officers? Yes or No
22. If you do not qualify for a home mortgage, do you have a co-signer? Yes or No
23. How do you feel your credit is? Poor Fair Good Great Excellent Superb  
Please Circle One
24. Do you know what your credit score is? Yes or No
25. If yes, what is your mid scores? 1) \_\_\_\_\_ 2) \_\_\_\_\_
26. Have you ever claimed bankruptcy? Yes or No
27. If yes, what was the discharge date? \_\_\_\_\_
28. Do you have any outstanding judgements or tax liens? Yes or No

29. Have you ever been late on any student loans, credit cards, auto loans? Yes or No
30. If yes, what was the last date of the late? \_\_\_\_\_
31. How much money approximately do you have for down payment and closing costs?  
\$ \_\_\_\_\_
32. Are you planning to receive a gift of funds from someone? Yes or No
33. If yes, how much do you feel you will be receiving? \$ \_\_\_\_\_
34. Do you feel you will need seller assistance to be negotiated in your sales contract? Yes or No
35. Will there be anyone else needing to see the homes/properties before you make a decision (i.e. parents)? Yes or No
36. What do you feel you would like to spend per month for a mortgage, including your whole payment? (Principle + Interest + Taxes + Insurance (PITI) + any Home Owners Association Fee if applicable) \$ \_\_\_\_\_
37. Give a brief description of the home you lived in as a child. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
38. What type of home/property are you considering? Single Townhome Rowhome Twin  
Condominium Co-op Land Duplex Commercial Please Circle All That Apply
39. What towns/cities/school districts are you considering? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
40. Which of the following do you prefer? New Construction Newer Older Distressed Doesn't  
Matter Please Circle One
41. Would you consider a distressed home/property? Yes or No
42. What is the most important? Location Size of Home Condition Layout Please Circle One
43. What is the more important? Payment Money Needed to Close Neither Both  
Please Circle One
44. What is the number #1 expectation you have of your REALTOR®? \_\_\_\_\_  
\_\_\_\_\_
45. Do you know anyone else that might benefit from my services in real estate that are also looking to  
buy a home/property now or in the future? Yes or No
46. If yes, please list their information. \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_