

SELLER/BUYER QUESTIONNAIRE

In an effort to ensure we will be able to serve you in the best way possible, please complete this questionnaire and email or fax it back to us prior to our initial meeting.

Family Composition

Seller/Buyer /Buyer One:

Name: _____ Birthday: _____

Home Phone: (_____) _____ Mobile Phone: (_____) _____

Home Address: _____ City _____

State _____ Zip _____

Occupation: _____ Current employer? _____

Years _____ Business Address _____

Work Phone: (_____) _____ Preferred E-mail _____

Seller/Buyer /Buyer Two:

Name: _____ Birthday: _____

Home Phone: (_____) _____ Mobile Phone: (_____) _____

Home Address: _____ City _____

State _____ Zip _____

Occupation: _____ Current employer? _____

Years _____ Business Address _____

Work Phone: (_____) _____ Preferred E-mail _____

Do you have a person who you would prefer me to use as the main contact? YES/ NO

If yes, with whom shall I speak with?

Will anyone else other than the above parties (family member, financial advisor) be involved in the buying process? If so, whom?

Children's Name(s) (if applicable):

First: _____ Last: _____ Age: _____

First: _____ Last: _____ Age: _____

First: _____ Last: _____ Age: _____

Do you have any pets? Yes No

Type of pet(s) _____ Pet(s) Names _____

Seller/Buyer Motivation

Why have you decided to sell your home and purchase another? What is your motivation?

What are the top 3 priorities when selling/buying your home?

1. _____
2. _____
3. _____

What are your expectations when selling/buying your home?

1. _____
2. _____
3. _____

If I sold your current home in 21 days, would that be acceptable, or too fast? Have you thought about what you'll do if your home does not sell in your desired timeframe?

What is your desired timeline for buying a home?

- I'm ready now and want to close within 30-45 days.
- I'm ready to buy in 3-6 months.
- I'm ready to buy in 6-9 months.
- I'll be ready to buy in 9-12 months.
- I'll be ready to buy in more than a year

Are you curious about home buying options in your new location? If so, would you like relocation assistance? Would it be helpful if I had a local lender contact you to discuss a few loan program options?

Differentiating Property Features (1)

In order to promote your current property, and to be able to answer questions from other agents as well as from prospective buyers, we need to know as much as possible about the property and the neighborhood.

Please provide as much of the following information as possible. We welcome your input.

Home Statistics:

Purchase Price _____ Mortgage Pay-off amount _____ Association Fees: \$ _____

Type of Residence: Single Family/ Condo/ Mobile/ Multi-Family/ PUD/ MUD/ Commercial/ Other

Name of builder _____

Age of Home: _____ How long have you lived in your home? _____

Bedrooms: _____ Bathrooms: _____ Pool? YES/ NO

Living Space: _____ Square Feet Lot Size: _____ Square Feet _____

Garage: Attached/ Not Attached 1Car/ 2Car/ 3Car

Is there a homeowner's association? Yes No If yes, what is the fee?

If so, is it mandatory? Yes No

Are there any deed restrictions? _____ If so, we'll need a copy of them when we list the property.

Do you have a property tax exemption? Yes No If so, what type (homestead, veterans, senior, etc) _____

Do you live in a subdivision? If so, what is the name of your subdivision you reside in?

What do you regard as the most attractive features of the surrounding neighborhood?

(These could be the very same things that will attract the future buyer of this property, and we may highlight some of them in our marketing)

What else do you like about this area? Are there compelling neighborhood amenities?

Differentiating Property Features (2)

What attracted you to buy this home?

What makes this property unique from similar properties?

To help us market your home, please tell us the 5-10 features/characteristics you like best about your home and/or neighborhood.

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

What repairs are needed in your opinion? Are there any internal or landscaping projects that would increase the value of the house? Are there any issues we will need to disclose?

Have you made any substantial renovations or improvements to the property since you bought it?

Defining Unique Selling Points

What changes would you suggest to make your property as salable as possible?

Do you have a sense what your home may be worth in this market? If so, what? _____

Within what range do you expect to sell your home? Do you have a desired price or a minimum price in mind? _____

Tell me about other possible factors affecting your decision to sell now.

What aspects of marketing and advertising your home most interest you?

Do you have any issues regarding the sale of your property I should be aware of (e.g., items of personal property to be excluded, items that must be disclosed to prospective buyers, etc.)?

Are you interested in offering a Home Warranty to your buyer? Yes No

Photography Questions

(Your answers to the following questions will help us take the most effective photos of your home)

What direction does the front of your house face? North East South West

What time of the day is the most light on the front of your house? _____

BUYING NEEDS

In order to help find your perfect home, we need to know as much as possible about your ideal property in the ideal neighborhood. Please provide as much of the following information as possible.

We welcome your input.

To what extent have you already researched your home purchase? (Open houses, online browsing, etc.)

Have you seen any homes that appeal to you? If so, please list the 3 properties.

1. _____
2. _____
3. _____

Home Statistics:

To help us find your perfect home, please tell us the 5-10” must-have” features/characteristics you’d like to have featured in your home and/or neighborhood (i.e. floor plan, decor, yard, style, features and anything else that is important to you).

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

How many bedrooms? _____ Sq. Ft.? _____ Units? _____

Is there a particular location in the city you prefer? _____

Is there a particular style that you would prefer? _____

What do you regard as the most attractive features of your ideal neighborhood?

What else do you like about this area? Are there compelling neighborhood amenities?

What makes this property unique from similar properties?

What about your lifestyle-what do you see yourself doing in your new home? (Entertaining, relaxing, raising a family)

Do you or any member of your family have any disabilities, conditions, or other circumstances that would require specific home features? Yes No

Is there a specific school or school district that you'd prefer to live in/near?

Elementary _____ Grades _____

Jr. High _____ Grades _____

High School _____ Grades _____

What parks and/or recreational areas are you interested in living near?

Our goal is to help make buying your home an incredibly positive, stress-free experience. Open communication is very important to ensure a smooth process. Is there anything that you would like to tell me that you feel might be helpful in our working together? Do you have any additional questions or comments?

What times are best for you to tour properties?

Do you have any additional questions or comments?

What are your best means of communication?

Email _____ Call _____ Text _____ In person _____ Other _____

How often would you like updates? Daily, weekly, etc? _____

Would it help if I could show you how the Seller/Buyer Advantage® system can keep you updated daily on buyer activity in your neighborhood? Yes No

Thank you so much for sharing your thoughts with us. It is our ultimate goal to serve you the best way possible way. Our goal is to help make selling your home a positive experience. To do that, we need open communication between us. That way the little things that naturally come up in selling a home can be handled easily and without stress.

We will use the story of the property to decide on aspects of your marketing. Our advanced property marketing will make that story come to life online, in print, and in person.

We look forward to working with you and making this your best real estate experience yet!