



HOME BUYER CONSULTATION QUESTIONNAIRE

- 1) What motivated you to start shopping for a home?
- 2) How many homes have you seen so far?
- 3) What are you most looking to accomplish in this move?
- 4) When would you like to be moving into your new home?
- 5) What concerns do you have about finding and purchasing a home?
- 6) If you found the perfect home what is the most you would be willing to pay for it?
- 7) Do you or your family have any special needs in a home?
- 8) Is there anyone other than yourself who will need to be involved in the purchase or the home selection process?
- 9) What areas are you interested in?
- 10) Which one is your number one choice and why?



11) Features needed:

Beds:
Baths:
Lot size:
Pool:
Schools:
Other:

- What is the best way to stay in contact with you and to reach you quickly if we need to?

12) What are the best days for you to look at property?

13) What else do I need to know to better assist you?



Real Estate Consultation Questionnaire

- 1) Of all of the homes we have seen which one was the closest to what you're looking for?
- 2) What stopped you from buying it?
- 3) Have there been any changes to your motivation or timeline in the last couple of weeks?
- 4) How do you feel overall about the homes we have seen?
- 5) What changes to the search criteria would you like to make moving forward?
- 6) Are you willing to increase the purchase price to open more possibilities?
- 7) What do I need to do or change to assist you better?



Home Search Services and Commitment Agreement

We agree to provide the following home search services:

- 1) In depth home buyer consultation
- 2) Arrange a free prequalification and introduction to quality lender
- 3) Enter your criteria in our search system and notify you of new matches via email as they occur.
- 4) Be available to show you property as needed.
- 5) Review and revise the search criteria as needed.
- 6) Write the contract to purchase and handle the negotiations.
- 7) Open escrow and supply the lender with the necessary paperwork.
- 8) Arrange all inspections and appraisals.
- 9) Keep you updated on all aspects of the transaction throughout the process
- 10) Supply reputable vendor referrals as needed.
- 11) Arrange a final walk through
- 12) Arrange signing of loan documents
- 13) Deliver the keys
- 14) Provided quarterly updates on market conditions post closing.

In exchange for the above service _____ (buyer) agrees to work exclusively with _____ (agent) for a period of 45 days from loan prequalification and to notify the agent of any changes to time frame or search criteria.

Date: _____

Signature of agent: _____

Signature of buyer: _____