

**FASS REAL ESTATE BUYER QUESTIONNAIRE**

AS PROFESSIONALS IN THE REAL ESTATE INDUSTRY, IT IS IMPORTANT FOR US TO KNOW AS MUCH AS POSSIBLE ABOUT YOU, YOUR FAMILY, YOUR NEEDS AND WANTS. PLEASE FILL OUT THIS QUESTIONNAIRE IN AS MUCH DETAIL AS POSSIBLE IN ORDER FOR US TO HELP YOU IN YOUR SEARCH FOR A HOME. THANK YOU!!!

NAME: \_\_\_\_\_ CONTACT # \_\_\_\_\_

1. Have you ever bought or sold a house before?  Yes  No  
 Where and how long ago? \_\_\_\_\_

2. Do you have a home to sell before you purchase your next?  Yes  No  
 Is it currently on the market?  Yes  No  
 What is the name of the company representing the sale of your home?  
 \_\_\_\_\_  
 Agent Name \_\_\_\_\_  
 Would you like us to prepare a Comparative Market Analysis on your home?  Yes  No

3. Are you currently in a lease or renting?  Yes  No  
 How much time is left on the lease? \_\_\_\_\_

4. Have you been looking with any other agents before today?  Yes  No  
 If yes, how recently? \_\_\_\_\_  
 Company \_\_\_\_\_ Agent \_\_\_\_\_

5. Are you currently in an exclusive buyer agency contract?  Yes  No

6. How soon do you need to be in your next home? \_\_\_\_\_

7. What area(s) would you most like to find your new home? \_\_\_\_\_  
 \_\_\_\_\_

8. What other area(s) would you consider? \_\_\_\_\_  
 \_\_\_\_\_

9. Would you prefer to see a:  RESALE  NEW HOME  BOTH ?  
 Please explain. \_\_\_\_\_

11. Have you visited any new homes or models?  Yes  No



12. What price range have you considered? \_\_\_\_\_

13. What payment range have you considered? \_\_\_\_\_

14. Have you arranged financing yet?  Yes  No  
Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
Loan Officer \_\_\_\_\_

15. Do you need assistance in locating financing?  Yes  No

16. What size home are you living in currently? \_\_\_\_\_

17. What size home do you desire to move into next? \_\_\_\_\_

18. Do you have any special requirements/desires that need to be met?  
\_\_\_\_\_  
\_\_\_\_\_

19. Are the schools an important factor in your home purchase decision?  Yes  No  
Please Explain: \_\_\_\_\_  
\_\_\_\_\_

20. How many bedrooms do you currently have? \_\_\_\_\_  
How many bedrooms do you wish to have in your next home? \_\_\_\_\_

21. How many baths do you currently have? \_\_\_\_\_  
How many baths do you wish to have in your next home? \_\_\_\_\_

22. How many living areas do you currently have? \_\_\_\_\_  
How many living areas do you wish to have in your next home? \_\_\_\_\_

23. How many dining areas do you currently have? \_\_\_\_\_  
How many do you wish to have in your next home? \_\_\_\_\_



24. How many stories is your current home? \_\_\_\_\_  
How many stories do you wish to have in your next home? \_\_\_\_\_

25. Is lot size important?  Yes  No Explain: \_\_\_\_\_  
\_\_\_\_\_

26. What style of home is preferable to you and your family? \_\_\_\_\_  
\_\_\_\_\_

27. Are trees important?  Yes  No Explain: \_\_\_\_\_  
\_\_\_\_\_

28. Are views important?  Yes  No Explain: \_\_\_\_\_  
\_\_\_\_\_

29. Have you seen any home before today that you liked?  Yes  No  
If so, what kept you from owning it today? \_\_\_\_\_  
\_\_\_\_\_

30. If we find a home today that fits your needs and wants, can we make an offer to purchase it now?  
 Yes  No If no, please explain: \_\_\_\_\_

31. On a Scale from 1-10 (with 10 being ready to buy today and 1 just looking), how motivated are you to buy?  
(circle one) 1 2 3 4 5 6 7 8 9 10

32. What will it take to move you to a 10?  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_