

Buyer Questionnaire

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

Home Buyer Information

First Name _____ Last Name _____ Birthday _____

Cell Phone _____ Email _____

First Name (Spouse / Other) _____ Last Name (Spouse / Other) _____ Birthday _____

Cell Phone _____ Email _____

Current Address _____

City _____ State _____ Zip Code _____

To help us achieve your goals, please take a moment to answer some questions that will help me understand how I can best serve you. Why are you interested in finding a new home?

Child / Children's Name(s) if applicable

First _____ Last _____ Age _____

First _____ Last _____ Age _____

First _____ Last _____ Age _____

First _____ Last _____ Age _____

Do you have any special school requirements? _____

Do you have any pets? Yes/No

Type _____ Name of Pet _____

Type _____ Name of Pet _____

Type _____ Name of Pet _____

What are your hobbies and how do you enjoy spending your free time? Children's activities?



Melissa Pilon

Realtor®

(248) 953-8405

Melissa.Pilon@compass.com

DRE 01974762

MPH
MELISSA PILON HOMES

Buyer Questionnaire

Home Requirements

Approximately how many square feet of living space do you require?

Number of bedrooms?

Number of bathrooms?

Lot Size?

What is the price range you would like to stay within? \$

to \$

Are you considering Condos, Townhomes and/or Single Family Homes?

If considering Townhomes, are you considering both attached & detached units or detached only?

Attached units will have at least 1 shared wall.

Describe the things you liked most about your previous home(s).

Your new home features

Please rate the importance of each feature that you would like in your home, townhome, or condo. Circle your rating, 1 being not important and 5 being very important.

Location

Close to parks 1 2 3 4 5

Close to work 1 2 3 4 5

Close to highways 1 2 3 4 5

Close to schools 1 2 3 4 5

Close to shopping 1 2 3 4 5

Close to public transport 1 2 3 4 5

Interior

Family Room 1 2 3 4 5

Floor coverings 1 2 3 4 5

Closet space 1 2 3 4 5

Living Room 1 2 3 4 5

Dining Room 1 2 3 4 5

Fireplace 1 2 3 4 5

Exterior

Entertainment area 1 2 3 4 5

Low maintenance yard 1 2 3 4 5

Pool/ Spa 1 2 3 4 5

BBQ area 1 2 3 4 5

Noise (less is better) 1 2 3 4 5

General Features

Size of yard 1 2 3 4 5

Family neighborhood 1 2 3 4 5

View 1 2 3 4 5

Privacy 1 2 3 4 5

Single vs. Two Story 1 2 3 4 5

Garage size 1 2 3 4 5

Laundry location 1 2 3 4 5

Modern kitchen 1 2 3 4 5

Open feeling 1 2 3 4 5

Size of bedrooms 1 2 3 4 5

Updated bathrooms 1 2 3 4 5

Storage 1 2 3 4 5

Willingness to do work 1 2 3 4 5

Natural light 1 2 3 4 5

Guest house 1 2 3 4 5

Other 1 2 3 4 5

Please list your top 5 feature priorities from above.

1. _____
2. _____
3. _____
4. _____
5. _____

MPH

MELISSA PILON HOMES

Buyer Questionnaire

Additional Home Buying and Lifestyle Information

Is there a special feature that has not been mentioned that is important to you?

Please describe what you would consider an ideal home for you (floor plan, decor, yard, style, features and anything else that is important to you).

About your lifestyle—what do you see yourself doing in your new home? (Entertaining, relaxing, raising a family etc.)

What Cities or neighborhoods do you prefer?

What attracts you to these areas?

What do you feel will be the key factors in your purchasing decision? (Price, terms, locations etc.)

To what extent have you already done research for your home purchase? (Open houses, online browsing, been pre-approved, etc.)

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

What time frame do you have in mind for moving?

What will you do if you do not find a home in that time frame?

Have you previously owned a home or real estate? **Yes / No**

Do you need to sell another home before buying? **Yes / No**

Is that home currently listed for sale? **Yes / No**

If yes, for how much is it listed? \$

Listed with Agent

Company

Phone

Buyer Questionnaire

Communication

My goal is to help make your home buying experience incredibly positive and stress-free. 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 a person who you would prefer me to use as the main contact? **Yes / No / Either**

If yes, who is the preferred contact?

When is the best time(s) for me to call you?

Preferred number

Preferred Days

Preferred Times

When is the best time for you to look at property?

Do you understand how the real estate MLS service works? **Yes / No**

Do you understand how the Realtor who helps you buy your home gets paid? **Yes / No / Somewhat**

Have you ever worked with a Realtor before? **Yes / No**

How comfortable are you with technology? **Not at all / Somewhat / Very**

What is the best method of communication? **Phone / Email**

Employment Information

Who is your current employer? Years

Your Occupation

Business Address

Spouse/Other's current employer? Years

Spouse/Other's Occupation

Business Address

Your Trusted Advisors

Are you currently being advised by any of the following? If so, please list their name and firm.

Financial Advisor

Personal Attorney

Accountant

Insurance Agent

Professional Trustee

Buyer Questionnaire

Home Financing

How much money would you like to use for this purchase as a down payment? \$

Do you understand how financing a home works? **Yes/No/Somewhat**

Closing costs? **Yes/No/Somewhat**

Loan Origination fees? **Yes/No/Somewhat**

Title Insurance? **Yes/No/Somewhat**

Have you talked with a lender? **Yes/No**

Have you been pre-qualified for a loan? **Yes/No**

What is the maximum purchase price you are qualified for? (even if you plan on spending less) \$

What forms of financing are you considering? (Circle one) **Fixed Rate/FHA/Cash/Other**

Do you have financing available through work, family or other means? **Yes/No**

Please explain (gift money, etc...)

Preferred gift card? (Home Depot, Target, Lowe's, etc...)

Would you like us to recommend a mortgage representative who will pre-qualify you and go over with you exactly what is needed to get the best rates and terms to pre-qualify for a loan? **Yes/No**

I am already pre-qualified with

Phone

Email

Thank you for sharing your thoughts with me. I am looking forward to helping you find the home of your choice and negotiating the very best possible price for you.



Melissa Pilon
Realtor®
(248) 953-8405
Melissa.Pilon@compass.com
DRE 01974762