



**HOWARD PERRY
AND WALSTON**

New Buyer Questionnaire



Congratulations on your decision to buy your new home! This is an exciting time for you and your family. The purpose of these questions is to help me determine your needs and wants so that I can be better prepared to help you make the right decisions in the home buying process.

Please be aware that you may discover that some of your viewpoints change as we move through this process. I ask that we keep our lines of communication open so that we can work together as a team to attain the same goal – moving you into your new home! And, as always, if you have any questions, please don't hesitate to ask!!! And keep in mind that not all questions may apply to you. For those that don't - just put N/A.

Name:

Street:

City:

State:

Zip:

Work Phone:

Cell

Home:

Email

1. Do you currently own your own home?
2. If you own what about your current home do you like the most?
3. What about your current home do you like the least?
4. List the features that you NEED in your new home?

5. List the features that you WANT in your new home.

6. List the features you WISH you could have in your new home.

7. What is most important to you in your new home?

Topic	Least Important 1	2	3	4	Most Important 5
Age of Home					
Size of Home					
Number of Rooms					
Yard Size					
Neighborhoods					
Down Payment					
Parking					
Closing Date					
Distance From Work					
Kitchen					
Family Rooms					
Bedrooms					
Bathrooms					

In-Ground Pool

Neighborhood with Pool and/or Tennis Courts

Irrigation System

Workshop

Lots of storage

Walk Up Attic

9. What has prompted you to decide to buy a new home?

9. Is there anything that might prevent you from making this move?

10. If you found the perfect house today, would you be ready to make an offer?

11. What about this move are you looking forward to?

12. What about this move are you NOT looking forward to?

13. Have you spoken with a Lender to be PRE-APPROVED to purchase in this price range?

14. Have you worked with a Realtor in the past? If yes share you good and bad experiences.

15. When do you want to move by? _____ Close by _____

16. What do you expect me to do, not just adequately, but exceptionally as your Realtor?

17. What do you feel a Realtor can do that you can't do for yourself?

18. How long do you expect to be living in the house?

19. How familiar are you with our area?

20. Have you ever lived here before?

21. How do you feel about this move?

21. If you have children what ages are they?

22. Have you done any research about schools?

23. What will happen if your house does not sell?

24. When did you last buy a house?

24. How long have you been looking?

26. How have you been looking? Check all that apply. Internet Newspaper/Magazines

Driving around by yourself TV With an agent

Driving around with another Realtor By phone with another Realtor

27. Have you seen a particular house that you liked? More than one? How many?

28. Have you seen a particular neighborhood(s) that you liked? If yes which one(s)

29. Where do you live now?

30. Do you have any special medical/physical needs that have to be considered? If yes, what?

31. Do you have any other information that I should know about that will be a requirement or will in some way influence your decision to buy a particular house? Yes No If yes then what?

32. What is the most important thing that I can do to help you find your home and be satisfied that I have done my job as your Realtor?



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