

# BUYER QUESTIONNAIRE

AS A PROFESSIONAL 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!!!

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/Phone \_\_\_\_\_
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. If you are familiar with Brevard County, please rank the following areas according to your preference: (Note: Only rank areas you're willing to consider living)  
Titusville \_\_\_\_\_  
Port St. John \_\_\_\_\_  
Cape Canaveral \_\_\_\_\_  
Cocoa Beach \_\_\_\_\_  
Satellite Beach \_\_\_\_\_  
Cocoa \_\_\_\_\_  
Merritt Island \_\_\_\_\_  
Rockledge \_\_\_\_\_  
Viera/Suntree \_\_\_\_\_  
Melbourne \_\_\_\_\_  
Palm Bay \_\_\_\_\_  
Other \_\_\_\_\_
8. Do you know others that live in this area? Yes [ ] No [ ]
9. Would you prefer to see a RESALE [ ] NEW HOME [ ] or BOTH [ ]  
Please explain. \_\_\_\_\_
10. Have you visited any new homes or models? Yes [ ] No [ ]  
New Home Builders \_\_\_\_\_
11. What price range have you considered? \_\_\_\_\_

12. What payment range have you considered? \_\_\_\_\_
13. Have you arranged financing yet? Yes [ ] No [ ]  
Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
Agent \_\_\_\_\_
14. Do you need assistance in locating financing? Yes [ ] No [ ]
15. What size home are you living in currently?
16. What size home do you desire to move into next?
17. Do you have any special requirements that need to be met? \_\_\_\_\_  
\_\_\_\_\_
18. Are schools important? Yes [ ] No [ ] Explain: \_\_\_\_\_  
\_\_\_\_\_
19. How many bedrooms do you currently have?  
How many bedrooms do you wish to have in your next home?
20. How many baths do you currently have?  
How many baths do you wish to have in your next home?
21. How many living areas do you currently have?  
How many living areas do you wish to have in your next home?
22. How many dining areas do you currently have?  
How many do you wish to have in your next home?
23. How many stories is your current home?  
How many stories do you wish to have in your next home?
24. Is lot size important? Yes [ ] No [ ] Explain: \_\_\_\_\_  
\_\_\_\_\_
25. What style of home is important to you and your family? \_\_\_\_\_  
\_\_\_\_\_
26. Are trees important? Yes [ ] No [ ] Explain: \_\_\_\_\_  
\_\_\_\_\_
27. Are views important? Yes [ ] No [ ] Explain: \_\_\_\_\_
28. Have you seen any homes before today that you liked? Yes [ ] No [ ]  
If so, what kept you from owning it today? \_\_\_\_\_  
\_\_\_\_\_
29. If we find a home today that fits your needs and wants, can we make an offer to purchase it now?  
Yes [ ] No [ ] \_\_\_\_\_