

# Buyer Interview

Date: \_\_\_\_\_

Referral/Source \_\_\_\_\_

## CONTACT INFO

Name \_\_\_\_\_

Email \_\_\_\_\_

Street Address \_\_\_\_\_

Children (names/ages) \_\_\_\_\_

Home Phone \_\_\_\_\_

Cell Phone \_\_\_\_\_

Work Phone \_\_\_\_\_

Fax \_\_\_\_\_

Best way to keep in touch \_\_\_\_\_

Notes:

Follow Up Dates: \_\_\_\_\_

1. Have you spoken to a mortgage lender to confirm your purchasing power?  
\_\_\_\_\_

2. How long have you been looking for a home? \_\_\_\_\_  
Have you seen anything that you like? Yes No *If yes: Tell me about it.*  
\_\_\_\_\_

3. Are you renting or do you own the place where you are living now? Rent Own (circle one)  
*Renter:* Do you know when your lease is up? \_\_\_\_\_  
*Owner:* Do you need to sell your current home before you buy your next home? Yes No  
*If yes:* Have you signed a listing agreement with a real estate agent to sell your home? Yes No  
*If no:* When would be a good time for us to get together so I can give you a free market  
analysis on your home? \_\_\_\_\_

4. What price range do you feel comfortable with? \_\_\_\_\_

5. Is there anyone else who will be involved in your home buying decision? \_\_\_\_\_

6. On a scale from 1 to 10, with 10 meaning you must buy a home as quickly as possible and 1 meaning  
you are not sure you'll really buy anything, how would you rate yourself? \_\_\_\_\_  
*Anything less than 10: What would it take for you to become a 10?* \_\_\_\_\_

7. When do you need to be in your new home? \_\_\_\_\_

Other Information  
\_\_\_\_\_  
\_\_\_\_\_

Information to Remain Confidential  
\_\_\_\_\_  
\_\_\_\_\_

Behavioral Style (Circle One) : D I S C