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COLDWELL BANKER Trails West Realty, LTD

**2000 Old Pecos Trail, Santa Fe, NM 87505 \ 505.988.7285\ 800.775.8550 \ www.ColdwellBankerSantaFe.com**

**Home Buyer Questionnaire**

Last Name (s): Home Phone: (\_\_\_\_)

First Name: Work Phone: (\_\_\_\_)

E-mail:

First Name: Work Phone: (\_\_\_\_)

E-mail:

Home Address:

City: State: Zip: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

***To help you achieve your goals in relation to buying a home I need to ask you some
questions that will help me to understand how I can serve you best.***

***Tell me, what is the primary reason you are interested in finding a new home?***

What is your marital status? Single Married Separated

How many years have you been married? Anniversary Date:

How many children do you have?

Names:

#1 Birthdate:
#2 Birthdate:

#3 Birthdate:

#4 Birthdate:

Do you have any special school requirements?

 \_\_\_\_\_\_\_\_\_\_

Do you have any pets? Yes No

Type of pets: Pets’ Names:

Approximately how many square feet are you looking for in a home? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of bedrooms? \_\_\_\_\_\_\_\_\_ Number of bathrooms? \_\_\_\_\_\_\_\_­\_\_\_\_\_ Yard Size? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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

What is the absolute highest you would consider spending if you found the perfect house?

***Please rate the importance of each feature that you would like in a home.***

Choose the number that best fits your desires: **1 being not important … 5 being very important.**

 1 2 3 4 5 1 2 3 4 5

Fireplace Closet space
Entertainment area Den

Family room Modern Kitchen
Carpet color Pool/Spa

Open feeling Large yard
Family neighborhood Easy Care Yard

Single story Privacy
Double story BBQ area
Dining room View

Close to schools Close to shopping

Close to work Location

Is there a special feature I have not mentioned that is important to you?

What I would like you to do now is describe what you would consider an ideal home for you.
Tell me about the floor plan, decor, yard, etc.:

Tell me about your lifestyle. What do you see yourself doing in your new home?
(Entertaining, relaxing, raising a family, etc.)

Are there any geographic areas you have in mind that you would like to look at?

What attracted you to this area(s)?

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

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?

Do you need to sell another home before moving? Yes No

Is that home currently listed for sale? Yes No

If yes, how much is it listed for? How long has it been on the Market?

Agent that you listed with? Phone:

Is there anything that would prevent you from purchasing a home if you found one that fits your needs?
If so, please explain:

My goal is to help make buying your home a positive experience and in order to do that we need open communication between us. That way the little problems that naturally come up in buying a home can be handled easily and without stress. 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 you would prefer me to use as the main contact? Yes No Either

If yes to above, who is the preferred contact?

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

Mon: Yes No Time Tue: Yes No Time Wed: Yes No Time

Thu: Yes No Time Fri: Yes No Time

Sat: Yes No Time Sun: Yes No Time

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 an agent who finds you a home gets paid? Yes No

After I have shown you a number of homes that are close but not quite the one you are looking for and you walk into an Open House being held by another agent and realize this is the home, what would you do?

Check one:

 a: Ask the agent at the open house to write up the offer. or

 b: Call and ask me to write up an offer on the home.

Are you willing to commit to working with only with me to help you find a home? Yes No

Comments:

I authorize Realtor®, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, to contact me via telephone, fax, and e-mail regarding current and future real estate business.

Signature Date: