

Buyer Consultation Questionnaire

Start with a general overview of their situation. Tell me about yourselves, where you are coming from and what you need here.

What kind of house would you like? (Overview)

When do you want to move into your new home? (Timing)

Have they purchased a house before? (Gauge their experience level)

What kind of house do you live in now?

What do you like about it?

What don't you like about it?

What Price range are you looking in? (This is a good time to ask them if they have talked with a lender)

Household Questions:

How many people are going to be living in your house? Who are they and what are their names?

Does your new home need to accommodate anyone with special needs?

Do you have pets? What type? What are their names?

Location and Lifestyle:

Where will they be working? How long is a commute? Is that important to you?

What else about location is important to you? Restaurants? Schools? Riding horses on property?

Are there any neighborhoods they are already familiar with that they like? Perhaps they can describe an ideal setting.

How do they live in their house? What rooms do they spend the most time in?

Do they need a home office? Where can it be?

Is outdoor space important? Do they garden?

House Features:

What style of home would they like to have? Discuss local styles that might fit what they describe.

What size yard? (What size is a big yard?)

Pool? Garage? Workshop?

Age of home?

Willingness to do some work on the house?

Discuss resales vs. new construction

How many bedrooms? Living spaces? Bathrooms

How many stories?

What interior style is important? Open? Split Bedrooms? Master down?

Any other house features that we have not discussed that are important?