

# BUYER QUESTIONNAIRE

In an effort to ensure I will be able to serve you in the best way possible, please complete this questionnaire and email it back to me prior to our initial meeting.

## HOME BUYER INFORMATION

FIRST NAME \_\_\_\_\_ LAST NAME \_\_\_\_\_ BIRTHDAY \_\_\_\_\_  
CELL PHONE ( ) \_\_\_\_\_ EMAIL \_\_\_\_\_  
FIRST NAME (SPOUSE/OTHER) \_\_\_\_\_ LAST NAME \_\_\_\_\_ BIRTHDAY \_\_\_\_\_  
CELL PHONE ( ) \_\_\_\_\_ EMAIL \_\_\_\_\_  
CURRENT ADDRESS \_\_\_\_\_ HOME PHONE ( ) \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

To help us achieve your goals, please take a moment to answer some questions that will help me understand how I can best serve you. Why are you interested in finding a new home?

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### CHILD/CHILDREN'S NAME(S) (if applicable)

First \_\_\_\_\_ Last \_\_\_\_\_ Age \_\_\_\_\_  
First \_\_\_\_\_ Last \_\_\_\_\_ Age \_\_\_\_\_  
First \_\_\_\_\_ Last \_\_\_\_\_ Age \_\_\_\_\_  
First \_\_\_\_\_ Last \_\_\_\_\_ Age \_\_\_\_\_

Do you have any special school requirements? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Do you have any pets? **YES / NO**

Type: \_\_\_\_\_ Name of Pet: \_\_\_\_\_  
Type: \_\_\_\_\_ Name of Pet: \_\_\_\_\_  
Type: \_\_\_\_\_ Name of Pet: \_\_\_\_\_

What are your hobbies and how do you enjoy spending your free time? Children's activities? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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### KIMBERLY DONER

Cell: 310.720.7933  
kimberly.doner@elliman.com  
KimberlyDoner.com  
CalBRE# 01828186



[elliman.com/california](http://elliman.com/california)

## HOME REQUIREMENTS

Approximately how many square feet of living space do you require? \_\_\_\_\_

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

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

Describe the things you liked most about your previous home(s). \_\_\_\_\_

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## YOUR NEW HOME FEATURES

Please rate the importance of each feature that you would like in your home, townhome, or condo.

Circle your rating, 1 being not important and 5 being very important.

### LOCATION

CLOSE TO PARKS 1 2 3 4 5

CLOSE TO WORK 1 2 3 4 5

CLOSE TO HIGHWAYS 1 2 3 4 5

CLOSE TO SCHOOLS 1 2 3 4 5

CLOSE TO SHOPPING 1 2 3 4 5

CLOSE TO PUBLIC 1 2 3 4 5

TRANSPORTATION

### INTERIOR

FAMILY ROOM 1 2 3 4 5

FLOOR COVERINGS 1 2 3 4 5

CLOSET SPACE 1 2 3 4 5

LIVING ROOM 1 2 3 4 5

DINING ROOM 1 2 3 4 5

FIREPLACE 1 2 3 4 5

### EXTERIOR

ENTERTAINMENT AREA 1 2 3 4 5

LOW MAINTENANCE YARD 1 2 3 4 5

POOL/SPA 1 2 3 4 5

BBQ AREA 1 2 3 4 5

NOISE (LESS IS BETTER) 1 2 3 4 5

### GENERAL FEATURES

SIZE OF YARD 1 2 3 4 5

FAMILY NEIGHBORHOOD 1 2 3 4 5

VIEW 1 2 3 4 5

PRIVACY 1 2 3 4 5

SINGLE VS. TWO STORY 1 2 3 4 5

GARAGE SIZE 1 2 3 4 5

LAUNDRY LOCATION 1 2 3 4 5

MODERN KITCHEN 1 2 3 4 5

OPEN FEELING 1 2 3 4 5

SIZE OF BEDROOMS 1 2 3 4 5

UPDATED BATHROOMS 1 2 3 4 5

STORAGE 1 2 3 4 5

WILLINGNESS TO DO WORK 1 2 3 4 5

NATURAL LIGHT 1 2 3 4 5

GUEST HOUSE 1 2 3 4 5

OTHER \_\_\_\_\_ 1 2 3 4 5

PLEASE LIST YOUR TOP 5  
FEATURE PRIORITIES FROM  
THIS LIST:

1 \_\_\_\_\_

2 \_\_\_\_\_

3 \_\_\_\_\_

4 \_\_\_\_\_

5 \_\_\_\_\_

## ADDITIONAL HOME BUYING & LIFESTYLE INFORMATION

Is there a special feature that has not been mentioned that is important to you? \_\_\_\_\_

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Please describe what you would consider an ideal home for you (floor plan, decor, yard, style, features and anything else that is important to you). \_\_\_\_\_

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About your lifestyle—what do you see yourself doing in your new home? (Entertaining, relaxing, raising a family etc.)

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What areas or neighborhoods do you prefer? \_\_\_\_\_

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What attracts you to these areas? \_\_\_\_\_

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

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To what extent have you already done research for your home purchase? (Open houses, online browsing, been pre-approved, etc.) \_\_\_\_\_

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Have you seen any homes that appeal to you? If so, Please list the properties. \_\_\_\_\_

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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? \_\_\_\_\_

Have you previously owned a home or real estate? **YES / NO**

Do you need to sell another home before buying? **YES / NO**

Is that home currently listed for sale? **YES / NO**

If yes, for how much is it listed? \$ \_\_\_\_\_

Listed with Agent: \_\_\_\_\_ Company: \_\_\_\_\_ Phone ( ) \_\_\_\_\_

## COMMUNICATION

My goal is to help make your home buying experience incredibly positive and stress-free. Open communication is very important to ensure a smooth process. 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 who you would prefer me to use as the main contact? **YES / NO / EITHER**

If yes, who is the preferred contact? \_\_\_\_\_

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

Preferred number (\_\_\_\_) \_\_\_\_\_

Preferred Days \_\_\_\_\_

Preferred Times \_\_\_\_\_

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 the Realtor who helps you buy your home gets paid? **YES / NO / SOMEWHAT**

Have you ever worked with a Realtor before? **YES / NO**

How comfortable are you with technology? **NOT AT ALL / SOMEWHAT / VERY**

What is the best method of communication? **PHONE / EMAIL**

## EMPLOYMENT INFORMATION

Who is your current employer? \_\_\_\_\_ Years \_\_\_\_\_

Your Occupation \_\_\_\_\_

Business Address \_\_\_\_\_

Spouse/Other's current employer? \_\_\_\_\_ Years \_\_\_\_\_

Spouse/Other's Occupation \_\_\_\_\_

Business Address \_\_\_\_\_

## YOUR TRUSTED ADVISORS

Are you currently being advised by any of the following? If so, please list their name and firm.

Financial Advisor \_\_\_\_\_

Personal Attorney \_\_\_\_\_

Accountant \_\_\_\_\_

Insurance Agent \_\_\_\_\_

Professional Trustee \_\_\_\_\_

## HOME FINANCING

How much money would you like to use for this purchase as a down payment? \$ \_\_\_\_\_

Do you understand how financing a home works? **YES / NO / SOMEWHAT**

Closing costs? **YES / NO / SOMEWHAT**

Loan Origination fees? **YES / NO / SOMEWHAT**

Title Insurance? **YES / NO / SOMEWHAT**

Would you like information sent to you about any of these items? **YES / NO**

Items you would like information on \_\_\_\_\_

Have you talked with a lender? **YES / NO**

Have you been pre-qualified for a loan? **YES / NO**

What is the maximum purchase price you are qualified for? (even if you plan on spending less) \$ \_\_\_\_\_ What

forms of financing are you considering? (Circle one) **FIXED RATE / FHA / CASH / OTHER**

Do you have financing available through work, family or other means? **YES / NO**

Please explain (gift money, etc...) \_\_\_\_\_

Would you like us to recommend a mortgage representative who will pre-qualify you and go over with you exactly what is needed to get the best rates and terms to pre-qualify for a loan? **YES / NO**

I am already pre-qualified with \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

Thank you for sharing your thoughts with me. I am looking forward to helping you find the home of your choice and negotiating the very best possible price for you.