



**GAIL HARTNETT**  
REAL ESTATE TEAM

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## Buyer Questionnaire

These questions will give us a starting point for discussion. Some are to make sure you truly need my services and others will help identify the types of properties and homes to tour.

How comfortable are you with identifying homes on the market that meet your requirements and the right price to offer on each (very, somewhat, or not at all comfortable)? \_\_\_\_\_

How experienced are you with the buying process to include identifying properties for sale that meet your lending approval, ability to tour houses when they come on the market, how to write a winning offer, negotiating the items that can be negotiated, when you can and cannot backout of the transaction without losing your earnest money, what to look for in the title and inspection reports, what to do if the appraisal is less than your asking price, and the timeline of the process (very, somewhat, or not at all comfortable)? \_\_\_\_\_

Have you or a spouse ever been in the Military? \_\_\_\_\_

What has prompted you to buy a new home?

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What features are most important for you in your new home (i.e. # of bedroom and bathrooms, square footage, number of stories, # of garage stalls, lot size, inside the city or out in the country, location, etc.)?

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What amount has your lender pre-approved you for and what type of loan is it (FHA, VA, Conventional, etc.)? \_\_\_\_\_

What monthly mortgage payment are you comfortable with? \_\_\_\_\_

What amount of cash do you have for earnest money, inspection(s), possible home warranty, down payment, closing costs, and repairs?

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What is your timeline to buy and what is influencing that date?

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What about this move are you not looking forward to?

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What about this move are you most excited about?

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What forms of communication are you comfortable with: phone calls, emails, text messages? \_\_\_\_\_

What else would you like to discuss or want me to know?

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