**AS A REAL ESTATE PROFESSIONAL, IT IS IMPORTANT FOR ME TO KNOW AS MUCH AS POSSIBLE ABOUT YOU, YOUR FAMILY, AND YOUR HOUSING NEEDS.**

* Tell me a little about you and your family? Likes, dislikes, values etc.
* What would you love to know about us?
* We have done it to similar places proposed.
* Have you been looking with other agents before today? Yes ( ) No ( )
  + If yes, how recently?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* We also provide housing agents
* Any extended family, business partners’ n environment, workplace, school, and distance to them
* Could you please point your most needs in a priority order? You could take some time and update me later ofcos
* Have you seen any homes/investment properties that you really liked?
* If we can find the right property, are you prepared to make a decision now?
* How many bedrooms? \_\_\_\_\_\_\_\_\_ Sq. Ft.? \_\_\_\_\_\_\_\_\_\_ Units? \_\_\_\_\_\_
* Is there anyone else who will be helping you make the decision about buying?
* Do you have a budget for monthly payments?
* Is there a particular location in the city you prefer?
* What parts of the above mention city are you most familiar with?
* Safety concerns? Any specification? (gated community, biometric entrance, visitation entry passes)
* Mobility issue?
* Cost or finances,
* Why, how and when are you relocating?
* Where do you want to relocate to?
* Who owned the previous place?
* Social values or preference?
* Religious preference?
* Allergies to dust, pollens, pollution?
* Budget and type of accommodation you were staying in before vs anticipated one?
* Properties to be transported?
* Type of relocation – permanent or temporary?
* Preference of accommodation?
* Where would you stay while we relocating.
* We offer
* Eco-friendly environment
* No air pollution,
* Quiet
* Cost effective
* Proximity to the work and school and to the market (has a mall around), sports centre, gym and garage is close
* Are you currently in a lease or renting? Yes ( ) No ( )
* Have you been looking with other agents before today? Yes ( ) No ( )
  + If yes, how recently?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Have you been looking with other agents before today? Yes ( ) No ( )
  + If yes, how recently?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* How soon do you need to be in your next home?\_\_\_\_\_\_\_\_\_\_
* Would you prefer to see a RESALE ( ) or a NEW HOME ( ) or BOTH ( )?
* Have you visited any new homes or models? Yes( ) No ( )
  + Home builders that you like:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* What price range are you considering?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* What payment range have you considered?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Have you arranged financing yet? Yes ( ) No ( )
  + Mortgage Company\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + Contact \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Do you need assistance in locating financing? Yes ( ) No ( )
* What size home are you living in currently? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* What size home would you like to live in next? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Do you have any special requirements that need to be met?
* How many family members will be living in your home?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* How many bedrooms do you currently have? \_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + How many bedrooms do you wish to have in your next home? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* How many baths do you currently have? \_\_\_\_\_\_\_\_\_\_\_\_
  + How many baths do you wish to have in your next home? \_\_\_\_\_\_\_\_\_\_
* How many stories is your current home? \_\_\_\_\_\_\_\_\_
  + How many stories do you wish to have in your next home? \_\_\_\_\_\_\_\_\_\_\_
* Is lot size important? Yes ( ) No( )
  + Please explain: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* What style of home is important to you? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Are trees important to you? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Are “child friendly” neighborhoods important to you? Yes ( ) No ( )
* Are views important to you? Yes ( ) No ( )
* Is proximity to your work important to you? Yes ( ) No ( )
* Many homes in our area have “special features.” Please check those that may be important to you and your family.
  + Keeping Room ( ) Game Room ( ) Media Room ( ) Jacuzzi Tub ( ) Special Master Bath ( ) Fireplace ( ) Pool ( ) Fenced Yard ( ) Sidewalks ( ) Gated Community ( ) Walk-in Closets ( )