



## Qualifying For Home And Motivation

**“Thanks again for coming to my office... I am excited about helping you find a home. I would like to take a few minutes and ask you about the home you would like to purchase and your home buying needs”**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

E-mail \_\_\_\_\_

1. How did you hear about me? \_\_\_\_\_
2. How long have you been looking for a new home? \_\_\_\_\_
3. Are you working with another agent/broker? \_\_\_\_\_
4. Do you own now, or are you renting? \_\_\_\_\_ Rent Amount? \_\_\_\_\_
5. Must you sell before buying ( or complete the lease period before buying?)  
If yes, how long \_\_\_\_\_
6. Have you seen any homes that you really liked? \_\_\_\_\_  
If yes, why didn't you buy it? \_\_\_\_\_
7. How soon do you have to move? \_\_\_\_\_  
Why? \_\_\_\_\_
8. If we can find the right property, are you prepared to make a decision now? \_\_\_\_\_  
If not, When? \_\_\_\_\_
9. What price range have you been considering? \$ \_\_\_\_\_ to \$ \_\_\_\_\_
10. What is the name of the lender that pre-approved you? \_\_\_\_\_  
Phone \_\_\_\_\_
11. How much has the lender told you that you are qualified for? \$ \_\_\_\_\_
12. What is your initial investment that you want to use for the purchase \$ \_\_\_\_\_
13. Do you have a budget for monthly payments? \$ \_\_\_\_\_

14. Please Describe to me what you are looking for in a new home.

Type \_\_\_\_\_ Lot size \_\_\_\_\_  
Square FT \_\_\_\_\_ Bedrooms \_\_\_\_\_ baths \_\_\_\_\_  
Family room/ Great room \_\_\_\_\_ Fireplace \_\_\_\_\_ Garage \_\_\_\_\_  
Pool \_\_\_\_\_ Schools \_\_\_\_\_  
Other features \_\_\_\_\_

---

15. Is there a particular location in the city you prefer? \_\_\_\_\_

16. Is there anyone else who will be helping you make the decision about buying your new home? \_\_\_\_\_

17. What is your schedule for being involved in the process of finding a new home?

18. Where are you employed? \_\_\_\_\_ Term \_\_\_\_\_

19. Where is your spouse employed? \_\_\_\_\_ Term \_\_\_\_\_

20. How should we communicate? Phone, E-mail, text.

21. Where are you folks from? \_\_\_\_\_

22. How long have you been seriously looking for a new home? \_\_\_\_\_

23. Would you describe your present home to me and what you like or dislike about it?

---

