

Buyer's Consultation Analysis

Please complete and return to Tony & Marti Giacobe

Date:**Lead:**

-
1. How long have you been looking? How soon do you need to move? Why?
 2. If we can find the property that meets your needs, at a price that you are comfortable with, are you prepared to buy it today? If not, why?
 3. What is the name of your agent? Which office?
 4. Do you own now or are you renting? Must you sell or complete a lease before buying?
 5. Have you seen anything that you really liked? If yes, why didn't you buy?
 6. What price range have you been considering?
 7. How much has a lender told you that you're qualified for? Are you Pre-Approved?
 8. What is the name of the lender that pre-qualified you?
 9. Do you have a budget for monthly payments?
 10. How many people will live in your new home?
 11. Describe the ideal house you want: Style Age Bedrooms Total rooms
baths Basement garage deck yard
Other
 12. Is there anyone else who will be helping make the decision about buying?
 13. Is there a particular location in the city you prefer? Why?
 14. What times are best for you to look?
 15. How do you like us to communicate--by phone, fax, mail, E-mail ?
 16. What are the three top things that will drive your decision to buy a particular house: (consider price, style, number of rooms/baths/BRs, size, location, neighborhood amenities, street appeal, timing, commute distance, age of home, fix up expenses, etc)
 17. Are there any potential complications or entanglements you can foresee?
 18. What are your favorite hobbies, activities or vacation spots?
 19. Is there anything else that I haven't asked you that you think is important for me to know?

Your name(s):

Address:

Phone:

Email address: