

BUYER INFORMATION SHEET

Buyer Agent: _____ **Date/Time Received:** _____

Is the Appointment completed? Yes No

Prospect is: Selling Buying Both **Listing Agent Assigned:** _____

Lead Source: _____ **Contact Entered in Brivity?** Yes No

Prospect's Name: _____ **Spouse:** _____

Tell me about your family: _____

Current Address: _____ **City:** _____ **State:** _____ **Zip:** _____

Cell: _____ **Work:** _____ **Email:** _____

What is your mailing address? _____

▶ **If Address, did you mail business card?** Yes No

LOCATION:

Desired Area(s): _____

PRICE: \$ _____ to \$ _____ **School Preference:** _____

MOTIVATION: Motivation Level: (low) 1 2 3 4 5 (high)

Do you currently Own, or Rent? Lease Expires: _____ Rent Amount: \$ _____

If own, is house on the market? Yes No If YES, are they buying with that agent? Yes No

If own, do they have to sell first? Yes No How long looking for a home? _____

If own, is Seller Information Lead sheet filled out? Yes No

If NO, why? _____

Lead Status (Time Frame): 30 Days or less 30-60 Days 60 days – 1 year 1 Year +

WORKING WITH ANOTHER AGENT? Yes No If YES, is there a signed agrmnt? Yes No

What are the three things you are looking for in an agent or real estate team?

1. _____ 2. _____ 3. _____

MORTGAGE: Lender Name: _____ Will the buyer be paying cash? Yes No

If NO, do they require a lender referral? Yes No If YES, referred to: _____

HOME CRITERIA: # Beds: _____ # Baths: _____ # Living: _____ # Dining: _____ Garage: _____

Stories: _____ Sq. Ft: _____ Lot Size: _____ Age of Home: _____ Style: _____

Special Needs/Must-haves: _____

Type of Home: _____

CLOSE FOR THE APPOINTMENT: Best time: Day Night Weekday Weekend

Appointment Set (Date/Time): _____

GREAT! Let me take a moment to make sure I have all the information I need.

NOTES:

