

BUYERS' NEED ANALYSIS

While the house is vitally important, the most important consideration in the buying process is you your wants, needs, goals and expectations.

Personal Profile

Name (1) _____, (2) _____

Address _____ Own/Rent _____

Years in this home _____ Phone: Home _____

Work (1) _____ (2) _____

Children (name/ages) _____

Motivation

Reason for move _____

Desired possession date _____ Is this date flexible? _____

Why _____

Moving from _____

Referral services accepted? _____

Do you need to sell your present home before closing on your next home? _____

Present home: Listed _____ Sold _____

Est. Equity? \$ _____ Closing Date _____

How long have you been looking for a home? _____

Have you seen any homes you like? _____

Why didn't you buy? _____

Are you looking at homes with any other sales associates? _____

Have you ever bought a home before? _____

Family's feelings about moving? _____

Authority

How does your family make buying decisions such as this? _____

Anyone else who needs to be consulted prior to you buying a home? _____

Reason _____

Financial Information

Amount available for down payment? \$ _____ Source _____

Who controls _____

Monthly Income Borrower (1) Borrower (2)

Total gross income* _____

Other income ** _____

Total monthly income _____

Is all income verifiable? Yes/No Yes/No

Monthly Expenses Borrower & Co-Borrower

Housing _____

Other installment payments _____

Revolving account payments _____

Other _____

Total monthly expenses _____

** Overtime, bonuses and other incentive pay are not included by lenders for qualification.*

*** Alimony, child support or separate maintenance need not be revealed if it not to be considered for repaying the loan.*

Regardless of what you may qualify for, how large a payment are you comfortable with?

Have you been involved in any bankruptcy, mortgage foreclosure, or other credit problems during the last seven years?

Please explain: _____

Eligible for government or special financing programs? _____

Buyer's Estimated Price Range _____ to _____

Loan type, term, rate _____

Housing Information

What do you like about your present home? _____

What would you change about your present home? _____

Do you have any hobbies, interests, lifestyle factors that would affect your housing needs?

Do you anticipate any changes that may affect your needs? _____

Basic features desired: BR _____ Bath _____ Style _____ Lot Size _____

Other _____

Wants Needs Priorities

The Buying Process

Prepared for Compromise

Willingness to Be Competitive

Type of Investment

Family _____ Financial _____

Availability to look at homes

Best times to look at homes: Days _____ Nights _____ Weekends _____

Readiness to Make a Decision

Working With Your GMAC Real Estate Sales Professional

Our Services

Homes from Other Sources

Willingness to make a Commitment

Importance of Ongoing Communication

Is there anyone else who could benefit from this type of discussion? _____

Source of buyer lead: _____ Follow-up call made to source? _____

Date, Address, Buyer's Comments Evaluation