

Ninja Buyer Interview

Name: _____

Address: _____

Phone: _____ Email: _____

Personal Information:

1. Could you tell me a bit about yourself?
2. Do you have a family? Tell me about them?
3. I'm interested in hearing about the work you do.
4. What do you do in your time off? For recreation?
5. If you won the lottery tomorrow, what would you do?
6. If you could live anywhere, where would that be? Why?

Motivation - Ability – Needs

1. Do you currently own a home or are you renting?

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2. How long have you lived there?

3. How many homes have you owned?

4. How long have you been looking for a home?

5. How many homes have you seen?

6. Are you currently working with a Realtor®? Have you signed an exclusive buyer agency agreement?

7. Have you seen any homes that you liked?
 - If yes...Why didn't you buy the one you liked?

 - If no...What are you looking for that you haven't found?

8. Have you recently bought any real estate in Washington?

9. Will you be applying for a mortgage or paying cash?

10. If financing, have you met with a lender and been pre-approved for a loan? Do you have your paperwork with you? May I see your pre-approval letter?

Urgency

1. How soon would you like to be moved and settled? Why?
2. How would your plans be affected if you moved earlier or later?
3. What would happen if you didn't find a home by then?
4. If we found the "right" home today, what would you do?
5. Is there anything you need to resolve before you purchase your home?
6. Will anyone else be involved in the decision to purchase?
7. Will anyone be offering financial assistance as a gift?
8. If you already own a home...
 - Are you able to buy another home without selling your present home?

- Would you like to buy first or sell first?

- What would be more comfortable, owning two homes or owning none?

Needs and Priorities

1. Of all the things you want to accomplish with this move, what's most important?

2. If you could, envision the home in which you grew up. What were some of your favorite parts of it? Why?

3. In your current home, what are the "things" about it that you like best? Why?

The "things" about it that you like the least? Why?

4. What is your favorite room in a home? Why?

5. How large of a home did you have in mind? Why?

6. What style of home did you have in mind? Why?

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7. What do you consider to be the opposite of that style and how would you feel? Why?

8. Help me visualize how you'd like your next home to look?

- What are the most important features to you? Why?

- What are the three “things” you can't live without? Why?

- What is the one “thing” you absolutely would not give up? Why?

- We would be willing to compromise_____to ensure we had_____.

9. Considering all your family members, what requirements do they have? Why?

10. What hobbies and leisure activities do we need to consider?

11. Do you have any pets? Are there any special requirements?

12. Do you have any school requirements?

13. Do you have any special furniture that we need to accommodate?

14. How do you feel about decorating or making repairs on a home?

15. Do you want to buy a new home?

Financial Qualifications

1. What price range did you have in mind?

2. How did you decide on that amount?

3. How much over that amount would you be willing to go if a home was appealing?

4. The home you have described would sell for about \$ _____, Is that OK?

5. What monthly payment are you comfortable with?

6. What is the maximum payment you would consider?

7. How did you decide on that amount?

8. Lenders require four items of financial information (cash, income, debt and credit). I'd like to discuss these now.
 - How much total cash had you planned to invest as a down payment?

 - How much of your present home's equity had you planned to invest?

 - What is your annual combined gross income?

 - What are your monthly long-term debts (car payments, loans, credit cards)?

 - Is there anything that will show up on a credit report that we should resolve before loan application?

The Process

1. The last time you bought a home, could you describe the process to find that home?
 - How did you start looking?

 - What did you do first? What were the steps you went through?

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- Did anyone help you make the decisions?
- Once you started, how long did the process take until you found the home?
- Did that process work for you? Is there something that you would do differently?
- Are you comfortable more or less using that same process to purchase this home?

Dave's Questions

1. What caused you to call me?
2. Why didn't you call me last week? Next week?
3. What are the three most important "things" you expect from me?
4. Are there any questions you want to ask of me?
5. Do you know of anyone else who needs assistance from a real estate professional?

Homework

1. Read the Washington State Agency Pamphlet
2. Consult with your tax accountant
3. Become familiar with the purchase and sale agreement (NWMLS Form 21)
4. Select your general building inspector
5. Select the company that will perform your title and escrow work

Here's How I Work

1. I would like to help you find your next home. I ask only for loyalty in return:
 - For the reasons we've discussed earlier, you may be communicating with other Realtors®. You should let them know you're working with a Realtor® (me) whether they ask or not. **Is that OK with you?**
 - If at anytime you don't believe I'm doing the job for you, will you let me know?
 - I've taken considerable time and effort to build my business on referrals from satisfied clients. I know if I do a good job for you, you will refer your friends to me when they need professional real estate assistance. If I don't do the job, you won't.

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- My goal is to do such a good job for you that by the time we have found your new home, you may have referred me to one (or more) of your friends who need help. As we look for your new home, I will be continually asking you to give me feedback along the way. **Is that OK with you?**
2. I'm not just going to sell you something. I'm going to help you find and buy the home that's right for you.
 3. Based on your search criteria, we'll conduct a review of the Northwest Multiple Listing Service (NWMLS) database to find some homes for sale that meet your criteria. I'll make copies of these listings for you to conduct "drive-byes" at your convenience. Once you have completed this, we'll set an appointment to discuss your findings and then conduct a specific tour to view homes. After this tour (three homes), we'll decide if we want to continue working together. If so, we'll sign a buyer-agency agreement and I'll ask for a \$255.00 retainer based on my charge rate (\$85/hour). After you have made your purchase, the retainer will be applied as an escrow credit to your closing costs.
 4. The detailed process we're completing will help you prepare for your next home purchase. My goal is to make this as stress-free as possible. Up-front preparation is vital so we can get you and your family settled in your next home to meet your schedule. **Does this meet your goals?**