

REAL ESTATE FAST TRACK

Congratulations on making the decision to make a move! Whether this is your first home, your next home, or your forever home, your agent is prepared with the tools, tactics, training and tech to help you succeed!

MY NEXT MEETING WITH MY REALTOR IS:

All About You!

Contact info for Primary Buyers

Name:

Name:

Email:

Email:

Cell:

Cell:

Do you prefer:

Call or Text or Email

Call or Text or Email

Who's making the move with you?

Name	Birthday	Decision Maker?

Often times, buyers will enlist the help of family and friends in making decisions. It's important that they are part of the process from the beginning. In that light, who will be helping you make a decision, accompanying on showings, or attending inspections?

Current Address:

What are your hobbies?

What is your favorite restaurant?

All About Your Next Home!

Close your eyes and dream about your next home. What does it look like? Is it open concept, or more detached? Single story, or two stories? Is there a daylight basement? Is the kitchen for entertaining, or cooking, or both?

Take a moment and jot some free-form notes here. Use your imagination – it’s YOUR dream house!

How many bedrooms? _____ How many bathrooms? _____ Home Office? _____ Parking:

Garage: _____/car RV Parking? _____ Storage Shed?

How soon do you need to be in your new home? How long have you been thinking about moving?

Do you have a preferred style?

Do you have a neighborhood preference? HOA: Yes No

Who are your furry friends? Do they need a yard? Yes No

If we find a home that is otherwise a home run, but not in the neighborhoods above, would you be willing to look at it? Yes! I want to keep my options open. No, I MUST be in the listed neighborhood. Are you willing to put a little love into the home to make it yours? Yes No

Thinking about your life in your new home, are there commute restraints, preferred schools, proximity to parks and shopping? Please tell me about the non-house things that will help you make your decision:

Special Features or Must-Haves	Deal breakers or Must-Not-Haves



A Little About The Money

Money can be a sensitive subject – this will provide a very broad overview to your agent and is held in the highest confidence by them. When you meet with a lender, they will have a more in-depth conversation, which will remain strictly between you and them. They give your agent a number to work with, that you are comfortable with. Your agent never sees your finances.

Will you be completing this purchase in cash, or with a lender?

- Cash Purchase Financed Purchase

Has a lender discussed your buying power and payment scenarios with you yet?

- Yes No I need a referral to a trusted lender

If “yes,” who is your lender?

If “yes,” what is your buying power?

If “yes,” what is your preferred monthly payment?

How much are you prepared to put towards your down payment?

Are you aware of the other costs involved in your purchase, beyond the down payment? Yes No

(Don't worry, we will talk about this a LOT)

Notes, Questions, and Stuff To Remember:

Your Commitment

If your agent gives you 100% effort, will you buy your next home with them? Yes No

If we found the perfect home tomorrow, is there anything stopping you from acting decisively?

- Yes No

Every great goal starts with taking the first step! Congratulations, you just took your first step!

