



BUYER QUESTIONNAIRE

BUYER DETAILS

Date: _____

Buyer 1 Name: _____

Phone Number: _____

Email Address: _____

Buyer 2 Name: _____

Phone Number: _____

Email Address: _____

Are you working with or have a signed agreement with a REALTOR®? Yes No

If yes, who? _____

PLANS & MOTIVATION

Have you owned property in the past? Yes No _____

If yes, how long ago / where? _____

What is your motivation to purchase? _____

Do you have a property you need to sell before purchasing? Yes No

If yes, details: _____

Are you currently in a lease agreement? Yes No

If yes, details: _____

How soon do you want to purchase? _____

FINANCING

Do you have a preferred lender? Yes No

If yes, who? _____

If no, would you like a referral? Yes No

Have you had a pre-approval in the last 30 days? Yes No

If yes, through who? _____

What kind of down payment are you planning on? _____



What is your maximum purchase amount? _____

Are you a Veteran? Yes No

PROPERTY DETAILS

What type of property are you looking for?

- Residential - Owner Occupied Residential - Rental
- Duplex Tri-Plex/4-Plex Commercial Land
- Other: _____

What cities, towns, counties, part of town are you interested in?

School District(s): _____

Size Preferences:

Bedrooms: _____ Bathrooms: _____ Sq Ft: _____ Garage: _____

What style of home would you prefer? _____

Features:

of Bedrooms _____

Home Office Yes No Either

of Bathrooms _____

Basement Yes No Either

Square Footage _____

Formal Dining Room Yes No Either

Garage Yes No Either

Fireplace Yes No Either

Garage Size _____

Patio/Deck Yes No Either

Age _____

Yard Size _____

Formal Dining Room Yes No Either

Fenced Yard Yes No Either

Stairs Yes No Either

New Construction Yes No Either

Master Bedroom Yes No Either

Fixer Upper Yes No Either

Master Bathroom Yes No Either

Other Features: _____



Do you have pets? Yes No Details: _____

Do you have kids? Yes No Details: _____

Notes: _____

AGENT INFORMATION

How did you hear about me? _____

Are you interviewing any other REALTORS®? Yes No

If yes, who: _____

What are you looking for in a REALTOR®? _____

NEXT STEPS

Lender Referral _____

Property Search _____

Set Up Showings _____

Follow Up Call _____

Add to CRM _____



BUYER CONSULTATION CHECKLIST

ASSUMES TRADITIONAL RESIDENTIAL SALE

Some items may not be relevant to your transaction

DOCUMENT CHECKLIST

- Agency Disclosure (Blue Brochure)
- RE-14: Buyer Representation Agreement
- Due Diligence Disclosure

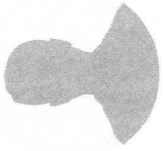
BUYER CONSULTATION

- Complete "Buyer Questionnaire"
- Set up property search for buyer on your website or in MLS
- Add buyer to your database list
- Explain the buying process to buyer
- Offer lender recommendations
- Ensure the buyer has been pre-approved prior to looking at homes

PROPERTY SEARCH

- Call Buyer's Lender to find out:
 - Pre-Approved? Pre-Underwriting?
 - Local or out of state financing
 - Outstanding needs
- Request additional information on properties buyer is interested in
- Set up showings for buyer according to showing instructions on MLS
- Stay in ongoing contact with buyer

THE HOME BUYING PROCESS



PREPARING FOR CLOSING

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.



FINAL DETAILS

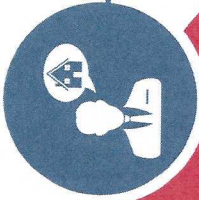
Perform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

CLOSING

This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

MEET WITH A REAL ESTATE PROFESSIONAL

Discuss the type of home you're looking for, including style, price, and location.



THE BUYER'S ADVANTAGE

As the home buyer, your agent's commission is paid by the seller of the home in almost all circumstances. This means your representation costs you nothing!

GET PRE-APPROVED

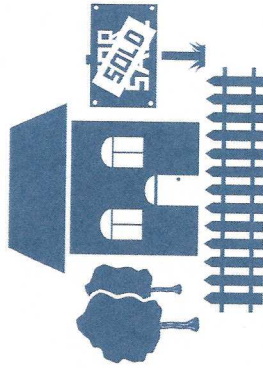
You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience.

IN ESCROW

You and the Seller have agreed to the price and terms. The home is effectively held for you until closing.

CONGRATULATIONS!

YOU ARE A NEW HOME OWNER!



SEARCH FOR HOMES

The fun part! Your agent will schedule showings and help you find the perfect home.



ADVANCED SEARCH

Not all real estate websites are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.

MAKE AN OFFER

Your agent will prepare the offer based on the price and terms you choose.

NEGOTIATION AND CONTRACT

It may take a few tries to get it just right, but hang in there. You're on your way!



THE CONTRACT

In most cases the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all your rights and responsibilities related to the contract.

BUYER COMMENTS

MLS #98807600



1100 Burnett Drive # 502 (D Street), Nampa

\$249,900

Listing information

Courtesy of Silvercreek Realty Group

MLS#: 98807600

Beds: 2

Sq Ft: 1,329

Sold Date: 7/3/21

Status: Pending

Baths: 2.00

Year Built: 1993

DOM: 4

How do you rate this property?



Comments:

Information is deemed reliable but not guaranteed.

Tami Sims | Idaho Lifestyle Homes LLC, a team at Silvercreek Realty Group | Mobile: 208-230-8264 | Tami@IdahoLifeHomes.com | IdahoLifeHomes/Tami | 1099 S Wells St, Ste 200, Meridian, ID 83642

Includes
Excludes Spa, Firepit Ring, Large Rock, Cabinets in Office, Microwave, Fridge, Planting Ring, Fence Panels
Directions Cherry Lane btwn Ten Mile & Black Cat on the south side of the road
Legal See exhibit A Zoning

Includes
Excludes
Directions Corner of Ustick and Black Cat.
Legal Sec/Twn/Rng/Mer: SEC 22 TWN 03N RNG 01W Brief Description: PAR #6110 OF... Zoning

Includes Blinds, plantation shutters, central vac, refrigerator
Excludes All personal property, Spa and Sauna
Directions Chinden, North on Long Lake, left on Penncross, R on Spurwing, Left on Balata
Legal Lot 18 BLK 1 Spurwing Sub

FFATIURES Printed/Emailed By: 21534 Tami I Sime

Directions West on Chinden Rd, South on Meridian Rd, Besi
Legal PAR #2315 OF SE4NE4

FFATIURES Printed/Emailed By: 21534

Exhibit "A"

That part of the South half of the Northeast quarter of Section 25, Township 4 North, Range 1 West, of the Boise Meridian, Ada County Idaho, described as follows:

Beginning at the East quarter corner of said Section 25; thence North 0°18'22" West a distance of 60.00 feet to a point, said point being the REAL POINT OF BEGINNING; thence North 89°57'22" West a distance of 329.10 feet; thence North 0°18'22" West a distance of 320.09 feet; thence South 71°23'09" East a distance of 347.89 feet; thence South 0°18'22" East a distance of 209.30 feet to the REAL POINT OF BEGINNING.



BUYER CONTRACT TO CLOSE CHECKLIST

ASSUMES TRADITIONAL RESIDENTIAL SALE

Some items may not be relevant to your transaction

DOCUMENT CHECKLIST

- Agency Disclosure (Blue Brochure)
- Due Diligence Disclosure
- RE-14: Buyer Representation Agreement
- RE-21: Purchase and Sale Agreement
- Pamphlet: Protect Your Family from Lead in Your Home (pre-1978 homes only)
- Lead Based Paint Disclosure (pre-1978 homes only) (obtain from listing or Listing Agent)
- RE-25: Seller's Property Condition Disclosure (obtain from listing or Listing Agent)

OFFER

- Request pre-approval letter from buyer's lender for purchase amount
- Discuss and decide upon offer terms with Buyer
- Prepare RE-21 and all other relevant documents
- Download any disclosures from MLS (RE-25, Lead Based Paint, Addenda, etc.)
- Obtain buyer signatures on all documents
- Send offer, any addenda, and signed seller disclosures to listing agent
- Create transaction file in SC Office (regardless of acceptance) and upload all documents
- If rejected, mark the RE-21 as rejected on front page and upload to SC Office

OFFER ACCEPTANCE

- Send introduction email to all parties (listing agent, lender, escrow officer) with full copy of contract, addenda, etc.
- Schedule dates & deadlines on critical date checklist or calendar
- Have buyer deliver earnest money to escrow and get receipt; upload receipt in SC Office
- Submit all counter offers, addenda and inspection notices to escrow, lender and upload to SC Office (throughout transaction)

INSPECTION / TITLE CONTINGENCIES

- Schedule inspection(s) (general home inspection, well, septic, etc.)
- Notify listing agent and buyer of date/time of inspection(s)
- Verify all utilities are on before inspection(s)
- Verify access to all points of home for inspection(s) (attic, crawl space, furnace, water heater, electrical panel, etc.)
- Grant property access to inspector(s)
- Attend end of inspection(s) with buyer for review with inspector(s)
- Review preliminary title report; provide buyer with copy (will receive from title company)
- Research any title issues and discuss with buyer
- Prepare RE-10 (Inspection Contingency Notice); have buyer sign
- Send RE-10 to listing agent
- Negotiate RE-10 items per the contract
- Upload RE-10 notice(s) to SC Office
- Request inspection repair receipts from listing agent
- Arrange re-inspection of RE-10 items with seller, buyer, and inspector.



APPRAISAL

- Contact lender and make sure they have all the contract documents (RE-21, counters/addenda)
- Provide lender with any unpublished comps to make available to appraiser
- Communicate appraiser appointment with listing agent
- Verify that appraisal has been completed and meets lending requirements
- Negotiate any contract changes related to appraisal results

LENDER

- Contact Buyer's lender once a week for update on loan status
- Communicate updates with buyer and listing agent
- Verify if final underwriting is complete
- Find out when will buyer docs be at escrow
- Communicate timeline with title and listing agent

PREPARING FOR CLOSING

- Discuss wire fraud with buyer
- Confirm approval of the Closing Disclosure with lender
- Direct buyer to:
 - Select homeowner's insurance company and provide information to lender
 - Call utility companies to start service (timing: according to contract)
 - Schedule movers
- Address any outstanding requests in SC Office.

- Submit DA in SC Office (2-5 days prior to closing)
- Schedule and complete final walk-through with buyer
- Schedule signing appointment with title company
- Call escrow officer and confirm that buyer's lender has approved final settlement statement and that there are no changes
- Review the settlement statement with buyer
- Coordinate pick up of property keys & garage door openers
- Prior to closing, remind buyer to:
 - Take photo ID
 - Bring proper amount of funds
- Attend closing with your buyer
- Inform title to call you when the closing has funded and recorded
- Call buyer once the file has funded and recorded

CLOSED

- Deliver closing gift to your buyer
- Send thank you card / gift to the lender, escrow officer, listing agent, etc.
- Confirm listing was marked closed in MLS; notify listing agent to include your team name if you are on a team
- Continue to stay in contact with your buyer
- Marketing follow up:
 - Share closing on your social media
 - Send out "Just Sold" postcards to neighborhood
 - Send out "Just Sold" email to your database



CRITICAL DATE CHECKLIST

Property Address: _____

Client Name: _____ Seller Buyer

<u>ACTION</u>	<u>DEADLINE</u>	<u>COMPLETION</u>	<u>NOTES</u>
Home Sale Contingency			
Earnest Money Delivery & Deposit			
Loan Application			
Appraisal			
Removal of All Contingencies			
Prelim Title Commitment Delivery			
Prelim Title Acceptance			
CC&Rs Delivery			
CC&Rs Acceptance			
Primary Inspection			
Secondary Inspection:			
Secondary Inspection:			
Lead Based Paint Test			
Seller's Property Condition Disclosure Delivery			
Re-Inspection Walk Through			
Final Walk Through			
Closing Date			
Possession			