

## **THE SEARCH FOR THE MYSTERY HOME!!**

This is a questionnaire to help you and I discover what kind of home you would like to purchase. To assist you, I need to know everything I can so that I can research and choose homes for you to look at! So, please give me as much information as you can!

1. Do you want a single family home, townhouse or other type of dwelling?
2. How many bedrooms and baths do you want?
3. Do you want one or two living rooms? Does it matter?
4. Do you want a separate dining room? Eat-in kitchen? Both?
5. What style of home do you want? What age? What size (square footage)?
6. What location? In Leon County? What part of Leon County? Outside Leon County?
7. Can you envision doing updating such as new carpet, vinyl, paint?  
Some homes are a great purchase/value but may need some updating.
8. Do you want a garage? Do you need a shed or workshop? What size of yard?  
Acreage?
9. What are some amenities that you would like? Fireplace? Deck? Patio?  
Fencing? Pool? Office? Storage Shed?

- 10. What are your hobbies? Please describe all the members of your family and their activities.**
  
- 11. Are schools important? Public? Private? Is the location to the schools important? Please give the names and ages of the children and their schools, if known.**
  
- 12. Where is the location of your work? (If two working adults-please give both places.)**
  
- 13. How far do you want to be from work/school time wise?**
  
- 14. Will anyone else be looking at the homes that would be included in the decision making process? Who?**
  
- 15. Do you need to sell before buying?**
  
- 16. How much cash do you have to purchase?**
  
- 17. If you are renting, when does your lease expire or can you terminate it?**
  
- 18. What is the most comfortable monthly payment for you? What is the range of low to high?**

- 19. What is perceived to be your price range?**
  
- 20. Will you use an Adjustable Rate Mortgage or a Fixed Rate Mortgage? Would you like to know the advantages and disadvantages of both; to learn more about them?**
  
- 21. Have you been pre-qualified by a lender? Who? If not, we need to get you pre-qualified with a lender and get your loan package started. I can make several recommendations of lenders on my team.**
  
- 22. Have you looked at any homes that you liked? Have you made any offers on a home? If not and you saw a home that you liked, why didn't you make an offer?**
  
- 23. Are you working with a REALTOR® at this time? If so, who? (JOAN RALEY!)**
  
- 24. What are your timelines to purchase? When do you need to close and move into a house? One month? Two months? Four to six months?**
  
- 25. What are convenient times for you to look at homes? If you are out of town when will you be visiting Tallahassee to look for a home? We need to coordinate a time for both of us; please let me know as soon as possible to coordinate our calendar!**

**26. Have you owned a home before? How many have you bought or sold? What prices approximately?**

**27. Please look over the criteria for the search and categorize the top three important items in the home, i.e. three bedrooms, northeast location, two-car garage.**

**Please add any other information below!!**

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***Please complete fully for our records!***

**NAME: (#1)**

**SPOUSE/PARTNER NAME: (#2)**

**YOUR CURRENT ADDRESS:**

**HOME TELEPHONE NUMBER:**

**WORK TELEPHONE NUMBER #1:**

**WORK TELEPHONE NUMBER #2:**

**CELL NUMBER #1:**

**CELL NUMBER #2:**

**DO YOU TEXT MESSAGE?**

**DO YOU RECEIVE EMAIL ON YOUR PHONE?**

**E-MAIL ADDRESS WORK #1:**

**E-MAIL ADDRESS PERSONAL #1:**

**E-MAIL ADDRESS WORK #2:**

**E-MAIL ADDRESS PERSONAL #2:**

**BEST TIME TO CONTACT YOU AND HOW:**

**WHO IS THE POINT PERSON?**

**EARLIEST TIME TO TALK CALL?**

**LATEST TIME TO TALK?**

**IS THERE A TIME ZONE DIFFERENCE?**

**WHAT IS IT?**

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# ***HOW DID YOU FIND US?***

INTERNET?

WHICH WEB SITE?

REFERRAL?

WHO?

REPEAT CLIENT?

SIGN?

"TALLAHASSEE DEMOCRAT"?

"HOMES & Land"?

OTHER?

***Please fax or e-mail back to  
Joan H. Raley, REALTOR®***

***Have a great day!!***

**JOAN H. RALEY, REALTOR®,  
Property Manager  
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# Loan Pre-qualification

When you start to look for your new home, one of the first and important steps is to get *Pre-qualified* with the lender. This is instrumental for these reasons:

1. To check that you are looking in the right price range.
2. To assure us that the lender will loan you the money.
3. To have the Pre-qualification letter for the seller.
4. To have more leverage in negotiating your offer with the seller.

The Pre-qualification process assures everyone in the transaction that you are ready to buy and can buy. A Pre-qualification Letter is generated by the lender for us to use.

It is highly recommended that you *start your loan process* when beginning your home search so that you can have this *credit approval* during the search period and negotiating the contract to purchase. It will give you the extra negotiating power when presenting your offer to the seller.

From my experiences, I would recommend the following lenders for the Pre-qualification and Loan Process. Please check them on my website at [www.JoanRaley.com](http://www.JoanRaley.com) under Mortgage Corner/Mortgage Partners.

- |                        |   |                                  |
|------------------------|---|----------------------------------|
| 1. Prime Meridian Bank | Adrienne Granger<br><a href="mailto:agranger@primemeridianbank.com">agranger@primemeridianbank.com</a>        | 1.850.509.5051<br>1.850.907.2398 |
| 2. Hancock Bank        | Deborah McClellan<br><a href="mailto:Deborah.McClellan@hancockbank.com">Deborah.McClellan@hancockbank.com</a> | 1.850.228.3999                   |
| 3. Capital City Bank   | Lisa Canup<br><a href="mailto:canup.lisa@ccbg.com">canup.lisa@ccbg.com</a>                                    | 1.850.402.7969<br>1.850.509.3810 |

These folks have been in the mortgage loan and real estate industry for years. They are very experienced, give excellent service and are competitive. This is all for your benefit!! We will be happy to work through this process with you to assure that you get the best loan and service!