

BUYER(S) NAME(S): _____ **DATE:** _____

This form is designed to be filled out with Acrobat Reader:

Form 1 – 顾客问卷表/Customer Qualification		
您居住在当地吗/Do You Live In The Area?		
如果是, 来密西根多久/How Long Have You Been In MI?		
目前在哪个城市工作/Which City Do You Work?		
希望离公司开车距离/How Far To Drive?		
大概什么时候想搬家/When To Move?		
从事那一方面的专业/ What Is Your Job Type?		
有什么兴趣爱好/Any Special Needs And Hobby?		
目前只是想了解一下市场还是已经准备购买/Just Shopping Or Ready To Buy?		
这是第一次购房吗/First Time Buyer?		
家里有几口人/How Many People Will Be Live There?		
有宠物吗/Do You Have (Small/Big) Pets?		
现况是 租房还是住自己房/Lease Or Own?		
租 房	现合约何时到期/Lease Expiration Date?	
自 己 房	是否需要先卖才能购房/Need To Sell Existing Home First?	
	搬新居后, 现房出租还是出售/Sell Or Lease Existing Home?	
目前居住环境的有什么优缺点/What Do You Like About Your Current Home?		
购房预算大概是多少/Price Range?		
偏向新建房还是二手现有房/New Or Existing House?		
目前签证类型/Visa Status?		
购房现款还是贷款/Cash Or Finance?		
贷 款	有否近期 Pre-Approval Letter?	
	哪家贷款公司/Which Lender?	
	批了多少/How Much Was Approved?	
	头款多少/How Much Down Payment?	

房契上希望有谁的名字/ Who Else Be Involved In Your Decision?	
你现用那一个网站找房/Which Website Do You Use?	
已经找了多久了/How Long Have You Been Looking?	
目前看过什么地区或房源/What Have You Seen?	
有下过单吗/Have You Make Any Offers?	
和其他经纪人有沟通过吗/Have Talked With Other Realtors?	
对经纪人工作方式的要求和希望/What Is Most Important To You When Working With A Broker?	
平时什么时间方便看房/Best Time To Show You Properties?	
可以让我们的购房团队同时为您服务吗, 如带看经纪人/ May I Have Our Buyer Team Involved To Start With?	
其他信息/Additional Information:	

Form 2 - 理想中的房子/Your Dream Home		
独立屋或其他/Single House or Condo	价位/Price Range	
新建或二手房 (房龄) New or Existing (Yr Built)	地点/Location	
大小/Size	学校 School 一般选 一项	高中/High School
房型/Style (ranch, colonial...)		中学/Middle School
房间与浴室 Bedroom/Bath		小学 Elementary School
车库大小/Car Garage (1/2/3 车库)		幼儿园/Day Care
需要地下室/Basement (大小及 Walkout)	占地面积/Lot size	
其他要求/Other Special Needs/Major concerns:		

买家信息表/Buyer Info	
姓名/Name (Main Contact)	中文名
微信/WeChat	电邮/Email
电话号码/Phone Number	其他联系方式
婚姻状态/Marital Status	签证类型/Visa Status
联系方式: WeChat, Phone or E-mail	证件复印件/Photo ID
当前住址/Current Address	
配偶姓名/Spouse's Name	中文名
配偶微信 WeChat	配偶电邮/Spouse's Email
配偶电话/Spouse's phone	证件复印件/Photo ID
其他家庭成员信息/Parents/Children Name and Ages	宠物信息/Pets Name, Type and Ages
怎么知道我们/How did you find us	推荐人/Referral

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