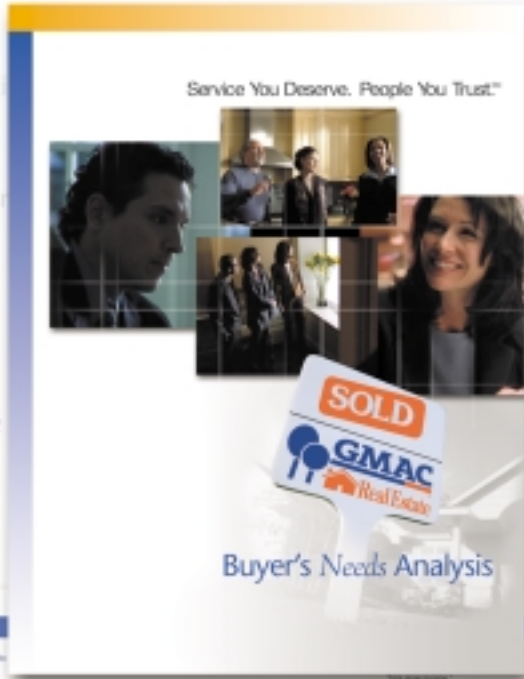


Defining Your Housing Priorities

We'll help define your housing priorities by discussing your specific needs, wants and desires. Then we'll create an organized plan and timeline for your property search. Our commitment to you is to deliver Premier Service.SM



- Closing the Transaction
- Negotiation to Contract
- Making the Offer
- Factors Affecting the Offer
- Finding Your Home
- Documenting the Transaction
- Estimated Closing Costs
- The Mortgage Process
- Financing Options
- How Much Can I Afford?
- Advantages of Working with a Buyer's Agent
- Agency Options
- **Defining Your Housing Priorities**
- GMAC Real Estate Premier Service



Personal Profile

Name: _____

Address: _____ City/State: _____ Zip: _____

Phone: Home: _____ Work: _____ Cell: _____

Children (names/ages): _____

Education

Education: _____

Employment: _____

Marital Status: _____ Why: _____

Work/Comm: _____

Do you need to sell your present home before closing on your next home? _____

Present home: Value: _____ Size: _____ Bedrooms: _____ Bathrooms: _____

How long have you been looking for a home? _____

What do you like about your home? _____ Why don't you like it? _____

Are you looking at homes with any other special features? _____

Have you ever bought a home before? _____

What's the biggest reason you're buying? _____

Financing

How does your budget make you feel about buying a home? _____

Are there any other factors that are important to you when buying a home? _____ Reason: _____

Housing Information

What do you like about your present home? _____

What would you change about your present home? _____

Do you have any special needs, interests, or desires before that would affect your housing needs? _____

Do you anticipate any changes that would affect your needs? _____

How much do you want to spend? \$ _____ \$ _____ \$ _____ \$ _____ \$ _____

| Year | Year | Year |
|-------|-------|-------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| _____ | _____ | _____ |

Availability of income sources:

Employment: Full-time _____ Part-time _____ Other: _____

Is there any other income source that would affect your needs? _____

Source of down payment: _____ Follow-up call made in month: _____