

# Referral Agreement

This Agreement is between Berkshire Real Estate (Broker), of Omaha Nebraska, and

\_\_\_\_\_ (Buyer) of  
(Names)

\_\_\_\_\_ (Address) (City) (State) (Zip)


Buyer hereby grants Broker permission to research and interview agents serving the community in which Buyer seeks to relocate and forward information on Buyer to agent(s) that Berkshire believes would provide quality services and representation to Buyer.

Buyer agrees to complete the attached questionnaire as completely and accurately as possible to make it possible for Broker to find a qualified agent with experience and expertise in the areas sought by Buyer. Buyer is free to utilize the services of any agent whether referred by Broker or not. Broker, upon notification by Buyer of any dissatisfaction with recommended agent will seek a replacement.

Broker agrees to rebate Buyer 50 percent of any referral fee received for services provided to Buyer at address on file with Broker.

**X**  
\_\_\_\_\_  
Buyer Date

**X**  
\_\_\_\_\_  
Buyer Date

  
\_\_\_\_\_  
Broker

### HOME BUYERS' QUESTIONNAIRE

Please complete the following questionnaire and return it to us as soon as possible. Exchanging this information prior to seeing properties helps us find exactly the right home for you. In addition to relating the physical requirements you want in your desired home, this questionnaire will help clarify what's really important to you, the style and values that affect the choice of the home you purchase.

#### 1) FAMILY INFORMATION:

Name \_\_\_\_\_ E.mail \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_

Home Phone \_\_\_\_\_ Home Fax \_\_\_\_\_ Cell Phone \_\_\_\_\_

Where are you employed? \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_

Name \_\_\_\_\_ E.mail \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_

Home Phone \_\_\_\_\_ Home Fax \_\_\_\_\_ Cell Phone \_\_\_\_\_

Where are you employed? \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_

Who should be the primary contact? \_\_\_\_\_

Preferred method of communication? \_\_\_\_\_

When is the best time to call? \_\_\_\_\_ May we call you at work? \_\_\_\_\_

How many are in your family? \_\_\_\_\_

Do you have any children, if so what are their names & ages? \_\_\_\_\_

Why are you moving? \_\_\_\_\_

Personal interests and hobbies \_\_\_\_\_

**2) LOCATIONS & NEIGHBORHOODS OF INTEREST:**

City and State would you like to live in? \_\_\_\_\_

Are there particular areas in the city that you prefer? \_\_\_\_\_

\_\_\_\_\_

Describe the look and feeling of that area. \_\_\_\_\_

\_\_\_\_\_

What is the maximum amount of time you are willing to spend driving to and from work? \_\_\_\_\_

Are schools important to you? \_\_\_\_\_ If so, do you prefer a particular school area or school district?

\_\_\_\_\_

**3) HOME FEATURES DESIRED:**

Range of total square footage \_\_\_\_\_ Lot Size \_\_\_\_\_

Bedrooms \_\_\_\_\_ Baths \_\_\_\_\_ Garage Spaces \_\_\_\_\_

Please describe home styles or eras that you like \_\_\_\_\_

\_\_\_\_\_

Please describe home styles or eras that you dislike \_\_\_\_\_

\_\_\_\_\_

What features do you need to have in the home? \_\_\_\_\_

\_\_\_\_\_

What features would you like, but could live without? \_\_\_\_\_

\_\_\_\_\_

Do you have pets, if so what kind? \_\_\_\_\_

Extra parking needs? \_\_\_\_\_

Storage needs \_\_\_\_\_

Room preferences, please mark all that apply.

\_\_\_\_\_ Formal Dining Room \_\_\_\_\_ Informal Eating Area  
\_\_\_\_\_ Formal Living Room \_\_\_\_\_ Family Room \_\_\_\_\_ Rec Room  
\_\_\_\_\_ Unfinished Basement \_\_\_\_\_ Finished Basement \_\_\_\_\_ No Basement  
\_\_\_\_\_ Guest Room \_\_\_\_\_ Office \_\_\_\_\_ Exercise Room \_\_\_\_\_ Hobby Room  
(in addition to number of bedrooms listed above)

**4) HOME SETTING - Please tell us the importance of the following characteristics:**

Lot size \_\_\_\_\_ Privacy \_\_\_\_\_

Trees \_\_\_\_\_ Yard \_\_\_\_\_

Garden \_\_\_\_\_ View \_\_\_\_\_

Light \_\_\_\_\_ Open feel \_\_\_\_\_

Other considerations \_\_\_\_\_

**5) CURRENT HOME:**

Address of your most recent home. \_\_\_\_\_

City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

What do you like the best about it? \_\_\_\_\_

The least? \_\_\_\_\_

What do you hope to accomplish by moving? \_\_\_\_\_

Do you \_\_\_\_\_ own \_\_\_\_\_ rent your current home?

Would you prefer selling your home prior to buying? \_\_\_\_\_ Yes \_\_\_\_\_ No

Is your home listed for sale? \_\_\_\_\_ Yes \_\_\_\_\_ No

Do you need to know the market value of your current home? \_\_\_\_\_ Yes \_\_\_\_\_ No

How did you find your last home?

---

**6) FINANCIAL MATTERS:**

What price range do you have in mind? \_\_\_\_\_

What is the maximum you would spend? \_\_\_\_\_

How much cash do you want to use for the purchase? \_\_\_\_\_

Have you been pre-approved? \_\_\_\_\_ What is the name of the lender? \_\_\_\_\_

How much has a lender told you that you're qualified to borrow? \_\_\_\_\_

Do you have a budget for monthly payments? \_\_\_\_\_

Do you need to sell your home before you buy another? \_\_\_\_\_

**7) TIME FRAME:**

When do you need or want to move into your new home? \_\_\_\_\_

Why? \_\_\_\_\_

How long have you been looking? \_\_\_\_\_

Have you seen any homes that you really liked? \_\_\_\_\_ If yes, what kept you from buying?

---

**8) GENERAL:**

What times are generally best for you to visit prospective homes? \_\_\_\_\_

What are your favorite Web Sites to view property? \_\_\_\_\_

Will anyone else help you make the decision about buying? \_\_\_\_\_

What do you want in a realtor? \_\_\_\_\_

---

What do you feel will be the key factor in your purchasing decision (price, terms, location, features.)

---

What Realtor services have you found particularly valuable in the past? \_\_\_\_\_

---

Are there any other requirements, large or small, you have of us? \_\_\_\_\_

---

---

---

Please contact us with any questions.