

Mortgage Planning Questionnaire

Borrower : _____ Loan Officer : _____
 Date : _____ E-Mail: _____

My commitment to you is to help you make informed choices about your financing options when buying a home. You can help me do that by completing this brief questionnaire prior to our application appointment. There are many different ways to finance a home, but to find the best option for you, we must take into consideration your long and short term financial and investment goals as well as your payment and equity objectives. During our appointment I will work with you to outline your goals, analyze your current purchasing power and then recommend several different strategies that will enable you to achieve your goals.

1. Have you ever owned a home before? _____ What type of mortgage did you have ? _____
2. Do you prepare your own income tax returns? _____ if not, are you familiar with how the tax advantages of a mortgage work? _____
3. How long do you plan to live in the house? _____
4. Realistically, how much do you expect your household income to increase or decrease (please circle) in the next 2 years? _____ 5 years? _____
5. Do you foresee incurring other financial obligations within the next 5 years such as

A new car?	Yes	no	change in work time? (switch to part-time)	yes	no
A new baby?	Yes	no	other: _____		
College expenses?	Yes	no			
6. Which of the following personal goals are most important to you? *Please rank in order of importance to you with 1 being the most important and 8 being the least.*

_____ Building your net worth.	_____ Moving to a larger home within _____ years.
_____ Having your mortgage paid off when you retire. if so, when do plan to retire? _____ years.	_____ Achieving financial freedom.
_____ Investing in the stock market.	_____ other : _____
7. What is most important about this mortgage to you? *Please rank in order of importance to you with 1 being the most important and 8 being the least.*

_____ Lowest payment	_____ Eliminating other debt	_____ Lowest down payment
_____ Lowest closing costs	_____ Maximize tax benefits	_____ other
_____ Improve credit history	_____ Paying the loan off ASAP	
8. What mortgage payment do you feel comfortable making ? _____
 A. My current rent is \$ _____ per month.
 B. My current mortgage payment is \$ _____ Per month.
 C. Do you currently have a household budget? _____.
9. How would you best describe your financial philosophy?
 _____ Conservative _____ Moderate risk taker _____ Risk taker
 A. Do you work with a financial planner? _____ How do you rate him/her? ____ Ex. ____ Good ____ Avg.
 B. Do you work with a stock broker? _____ How do you rate him/her? ____ Ex. ____ Good ____ Avg.
 C. Do you work with a life insurance agent? _____ How do you rate him/her? ____ Ex. ____ Good ____ Avg.
10. Do you have a tax deferred retirement plan at work? _____
 A. Do you participate in that plan? _____
 B. If yes, do you maximize your contribution? _____
11. Have you put a will in place or established a living trust to protect your family's assets in the event of something happening to you? _____ A will? _____ A living trust? _____
 if so, how would you rate your will/estate planing attorney? ____ Ex. ____ Good ____ Avg.
12. What is most important to you about working with a lender? _____

Thank you for taking the time to answer these questions. I look forward to meeting with you and helping you choose the best mortgage financing option for your own personal situation.