

**QUESTIONNAIRE FOR FIRST TIME BUYERS**

Dear Client,

Thank you for choosing Devtraco! Please help us further improve on our service delivery by filling out this questionnaire. Please TICK or WRITE where appropriate. Thank you!

**DECISION PROCESS**

1. Where did u first hear about Devtraco?

Radio  TV  Newspaper  Presentation  Outdoor  Other

2. After this first time, did you hear about Devtraco from any other source? Please state where.

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3. Before hearing about Devtraco, had you already made a decision to acquire a home?

YES  NO

4. If YES to (3), was your decision to

BUILD YOUR OWN HOME?

BUY ONE FROM A DEVELOPER?

5. If NO to (3), did u make the decision because you were convinced by the Devtraco message?

YES  NO

6. If YES to (5), which specific part of the message convinced you?

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7. Did you finally decide on Devtraco after considering other developer(s)?

YES  NO

8. If YES to (7), which other developer(s) were these?

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9. Why did you finally decide on Devtraco?

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.....  
.....  
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**FOR SELF FINANCING CLIENTS ONLY**

10. With our current 40-40-20 payment structure, and knowing that you would have to complete your payments by completion of construction, would you prefer a LONGER or SHORTER construction period? Please state your preferred construction time frame.

1 – 3 MONTHS  4 – 6 MONTHS  7 – 9 MONTHS  10 – 12 MONTHS  
 13 – 15 MONTHS  16 – 18 MONTHS

11. If we introduced a new technology that made your home more durable, secure and slightly less expensive (but completed in just 3 or 4 months), would you still be comfortable with your self-financing payments, knowing that you would have to complete your payments by completion of construction?

YES  NO

**FOR MORTGAGE CLIENTS ONLY**

12. Knowing that the mortgage lender would start demanding repayment on completion of construction (and therefore handing over of property to you), would you prefer a LONGER or SHORTER construction period? Please state your preferred construction time frame.

1 – 3 MONTHS  4 – 6 MONTHS  7 – 9 MONTHS  10 – 12 MONTHS  
 13 – 15 MONTHS  16 – 18 MONTHS

13. If we introduced a new technology that made your home more durable, secure and slightly less expensive (but completed in just 3 or 4 months), would you still be comfortable with your mortgage arrangement, knowing that you would have to commence repayments on completion of construction?

YES  NO

**CLIENT CONVENIENCE**

14. Which day of the week would you prefer to have access to our Marketing staff?

MONDAY  TUESDAY  WEDNESDAY  THURSDAY  FRIDAY

SATURDAY  SUNDAY

15. If Devtraco decided to open a new Marketing office other than our current Spintex office, would you want it located at,

THE ACCRA MALL  ACCRA CENTRAL  MADINA

NKRUMAH CIRCLE AREA  TEMA  KANESHIE

**Thank you for taking time to answer our questions!**

**Welcome To Devtraco Living!**