



Identifying your buyer needs and wants...



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BUYER WISHLIST

Take the time upfront to hone in on what will make you happy in your home. To do so, first identify what you absolutely can't live without when you make the splurge for your dream home. Along with the must-haves, we all have some idea of the nice-to-have if the price is right. Let's identify those as well, so we can make informed decisions together in getting you the right home!



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Buyer Questionnaire

Lets get started!



The first step, before we go look at the houses available, is identifying what your priorities are when it comes to wants and needs in your new home. Just as important as it is to be pre-approved for a loan (should you need one) is to know what your wants and needs are. This questionnaire helps us identify just that: what you can't live without and what are some of the nice to have items on your list. Armed with that knowledge, we will be able to reach our finish line not just sooner but a lot happier with our outcome.

If there are two decision makers in the household, I would like each person to fill out this form without any input from the other. In my experience, I've been surprised at how much some items align perfectly and other items are entirely the opposite.

First Up: Type of property. Understanding the difference between the type of properties and the responsibilities that go with each type of property will help you identify which type of home will work best for you. The cost of each type of property typically decreases from left to right. Understandable cost and availability can be a big driving factor in your decision to be a home owner in a particular geographical area you might want to see yourself in.



House



Townhouse



Condo



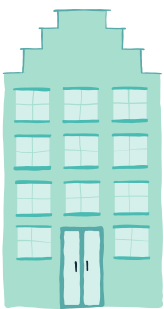
House

A house provides you with the most freedom but also with the most responsibility. You own the home and the lot that the home resides on. You are also responsible for all the upkeep, maintenance and repairs. There are no shared walls and no dues owed unless you live in a community that has an HOA. Utilities are individually metered and you pay for usage.



Townhouse

You own the land your townhouse resides on and often have shared easements for driveway access. You are responsible for all the maintenance and repairs, though some common areas like the shared driveway may be shared maintenance. There are no dues owed unless you live in a community that has an HOA. Utilities are individually metered and you pay per usage. Typically you will share one or two walls between townhomes. The development may have a maintenance agreement with specific rules for the community such as paint color, yard upkeep etc. Typically each townhome owner is responsible for their own yard, but sometimes there might be joint maintenance agreement for common area landscaping.



Condo

The condo community collectively owns the lot the building resides on and is responsible for the maintenance and repairs of the building. Your responsibility of maintenance of your unit typically is from the walls in. Each month you will pay the condo association dues to cover the cost of management, insurance, maintenance and sometimes some utilities like water, sewer and garbage. Other utilities like electricity and internet are metered separately based on usage. Depending on the unit location, you may have neighbors above, below, and on each side of your unit. An HOA will determine house rules that owners must abide by or what you are permitted to do in a remodel. Typically these rules are strictly enforced with fines for violation. Typically landscaping is managed and paid for by the association via the HOA dues.



Q What are your main reasons for wanting to buy a home:

Q Why now?:

Q Work:

I currently work at _____
I currently commute by: Car Bus Bike|Walk|Run Light Rail
 Company (_____) operated commuter Bus
I would like my commute to not exceed _____

Q My favorite city/neighborhoods:

Q Neighborhoods I'm willing to consider:

Q Neighborhoods continued:

I want to live no further North than: _____
I want to live no further South than: _____
I want to live no further East than: _____
I want to live no further West than: _____



For this section, specify must haves vs wants vs nice to have

Q Type of home

Must have:

Nice to have:

Q Number of bedrooms and how you plan to use extra bedrooms

Must have:

Nice to have:

Q Number of bathrooms and any requirements

Must have:

Nice to have:

Q Parking requirements

Must have:

Nice to have:

Q Kitchen requirements

Must have:

Nice to have:

Q Any exterior home requirements:

Must have:

Nice to have:

Q Timeframe for when you want to move into your new home

Q Any other thoughts or things we should consider: