

#### **READY TO FIND A HOME?**

Let us search, filter and send you the best available properties for sale that match your specific housing needs.

# WHAT ARE YOU LOOKING FOR IN A HOME?

The process of buying a home can seem overwhelming. There are so many things to consider and sometimes it's hard to know where to start.

To help you stay focused and get the most out of your search process, it's a good idea to start with a list.

Identify your 'must haves' so you know the priorities. Buying a home is an emotional process and sometimes it's easy to fall in love with a particular house feature or style, forgetting about what you originally decided you needed to suit your lifestyle and budget. Your 'must haves' may include things

like number of bedrooms and bathrooms, good natural light, separate play area for the kids and a large, sunny backyard.

Talk to family and friends and learn from their experiences — what do they love about their home, and what would they change? Thinking through what you want first makes it much easier once you start talking to sales people and builders. Your lists can help you to prioritize what you really need, while staying within your budget.

### Assess Your Wants and Needs

The included Home Buyer's Needs Analysis will help you establish some important criteria for your new home so you can cut your search time and narrow in on the areas and specific homes that meet your needs and circumstances. Define what you want and need in your new home. Rate the importance of each on a scale of 1 to 5,1 being unimportant and 5 being very important. You

may want to write some qualifying comments or add more considerations of your own. The more clearly you define your desires, the easier the decisions will be.

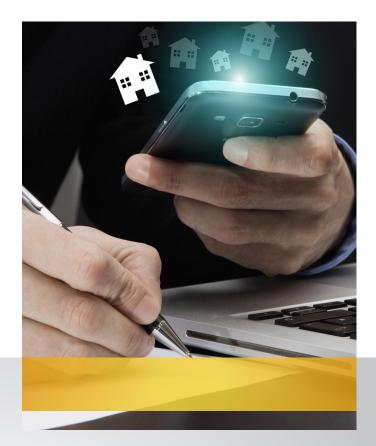




## LOOKING FOR THAT PERFECT HOME?

Some buyers make the mistake of thinking that if they look around long enough, they will find a home that has every single item on their wish list, and fulfill 100% of their needs and wants.

With the thousands of variables involved with finding a home, including location, style, size, amenities and condition, this is almost always an unrealistic goal.



#### STAY FLEXIBLE

Buyers who wait for that 'perfect' home often pass up homes that meet 90% or more of their desired features. This generally results in the buyer 'settling' for something less than ideal because they are worn out from the search.

It really is important that once you locate that home that is truly 95% of what you want, to make an offer. It is unlikely, and truly unrealistic, that you would find 100% of what you want in a home. You may find as you go that you need or want to shift your priorities, price, style or location according to what you are seeing in the current market.

### **BUYER'S WORKSHEET**

CURRENT SITUATION	V		Age range for the home:	to	
Currently, are you a:					
□ Homeowner	☐ First-time Buyer	□ Renter	What style of home do you prefer?		
			□ Contemporary	□ Craftsman	□ Traditional
If renting, date lease exp	oires:/	/	□ Colonial	□ Ranch	□ Farmhouse
When would you like to move?			Garage (check all that apply)		
☐ 1 month or less	☐ 2-3 months		□ One car	□ Two car	□ Three car
☐ 4-5 months	☐ 6 months or more	2	□ Carport	□ Attached	□ Detached
			☐ Front Entry	□ Side Entry	□ Rear Entry
Have you started looking	g yet? □ Yes	□ No			
			Exterior Features (check all t	hat apply)	
If so, how long have you	been looking?		□ Brick	□ Vinyl	□ Stucco
□ 0-2 weeks	□ 3-4 weeks	□ 1-3 months	□ Wood	☐ Cement Siding	□ Stone
☐ 4-5 months	□ 6 months or more	<u> </u>	□ Deck	□ Patio	□ Porch
			□ Pool/Outdoor spa	□ Sunroom/Screene	d-in Porch
<b>FUTURE HOME ATTR</b>	IBUTES (check all that ap	ply)			
□ Desired City, School or Zip Code:			Interior Features (check all that apply)		
□ Close Proximity to Work:			□ Master on main	□ Bedroom on main	☐ Hardwood floors
□ Close Proximity to School:			□ Family/Great room	□ Formal dining	☐ Vaulted ceilings
□ Close Proximity to Public Transportation			□ Walk-in closets	□ Laundry room	□ Breakfast area/bai
,			□ Office space	□ In-law suite	
What type of neighborh	ood do vou prefer?		·		
	bs □ Rural □ Gated	d □ Golf □ Lake	Community Features (chec	k all that apply)	
orban saban	os marai carec	Z CON LUNC	□ Golf course	□ Lake	□ HOA
Price range \$	to \$		□ Clubhouse	☐ Basketball courts	□ Tennis courts
Thee runge \$	10 4		□ Play area	□ Gated	□ Active adult
What type of home do y	rou nrefer?		,	Cutcu	7.00.70 0.00.0
□ Single Family	☐ Townhouse/Condo	□ Duplex	What are the top five feat	ures vour home needs	s to have?
□ Single Lattilly	- Townhouse/Condo	Duplex	-	•	
Bedrooms: □ 2-3	□ 4-5 □ 6+		1		
			2		
Bathrooms: □ 1-2 □ 3-4 □ 5 +			3.		
Confeet many than			-		
Sq. feet more thanLess than			4		
			5		
Basement:					
□ None □ Finisl	hed   Unfinished	□ Stubbed	Additional information yo	ou'd like to share:	
Lot features: (check all that o					
□ < 1 acre	□ 1-2 acres	□ 2+ acres			
□ Fenced	□ Wooded	□ Private			
□ Level	□ Corner	□ Cul-de-sac			
□ Garden area	□ Play area				
How many stories?					
□ One □ Two	□ Three □ Split :	foyer □ Split level			
3 = 100	cc = 5piic	in a prictor			

Desired condition of the home?

□ Move-in ready □ Sor

□ Some work

□ Fixer upper