

Don't Get Swept Away When Shopping

When touring homes you will find that there are many beautiful homes on the market. There are two things you must do before looking at homes:

- 1) Find out from your lender how much you qualify to spend on the home. It is very easy to become excited about features found in homes out of your price range. Before you get your heart set on that big, tree-shaded colonial on the hill, you need to pin down your financial details.
- 2) Complete the list below. Please take a moment to decide what features are Requirements (location, basement, number of bedrooms, eating space, architectural style, garage, etc...) and which features are Extras (fireplace, walk-in closets, wet bar, pool, siding, vaulted ceilings, deck, landscaping, etc...). There are many different features in homes that range from necessary to luxury. It is easy to get caught up in the excitement of a beautiful home loaded with amenities. It is important that you select a home that truly meets all or most of your requirements first and foremost!

As you tour homes, check back to this list to make sure the home meets your requirements. The extras should only come into play when you make your final decision between homes that meet all or most of your requirements.

<u>Requirements and Needs</u>	<u>Wants and Extras</u>

Buyer's Consultation Questionnaire

General Questions

1. What price range are you looking for? _____
2. When do you want to move into your new home? _____
3. Is this a first home purchase, a relocation, a move-up, etc? _____

Current Home

1. What do you like about your current home? _____
2. What don't you like about your current home? _____

Household

1. How many people are in your household? _____
2. Does your new home need to accommodate any special needs? _____
3. Do you have any pets? Please list the name and type of each animal. _____
4. Are there other household considerations to take into account? _____

Lifestyle

1. What do you enjoy doing most when you're at home? _____
2. What room do you spend the most time in at home? _____
3. What lifestyle considerations are important to you? _____

Location

1. What location do you prefer? _____
2. Are there any secondary locations you would consider? _____
3. What other location considerations are important (schools, shopping, transportation, etc)?

Buyer's Consultation Questionnaire

General Interior Features

1. How many stories do you prefer? _____
2. How many bedrooms/bathrooms do you prefer? _____
3. What size home are you looking for (sq. ft.)? _____
4. Would you prefer to have an in-ground, garden level or walk-out basement? _____
5. Would you prefer to have a finished basement? _____
6. Are there any features you MUST have (vaulted ceilings, upgraded kitchen/baths, etc.)

Exterior Features

1. What style of home are you interested in? _____
2. What size yard are you looking for? _____
3. Are you looking for a home with a garage? How many stalls? _____
4. What other exterior features are important to you? _____

Additional Interior Features

1. What are your likes and dislikes for the master bedroom/bathroom? _____
2. What rooms in the home are important to you to have (home office, separate laundry room, formal dining room, etc.)? _____
3. What are the five must-haves of your ideal home? _____

New Homes vs Resale Homes

1. Are you specifically looking for new construction? _____
2. Are you open to a newer home (less than 10 years old)? _____
3. Are you open to an older home (more than 10 years old)? _____
4. Condition of home: Are you open to a "fixer upper"? _____