

NEEDS ASSESSMENT

Answering these questions will help me
determine your specific needs

Buyer's Name(s): _____

Buyer's Address: _____

Phone Numbers: (W): _____ (H): _____ (C): _____

Have you used the services of a REALTOR before? _____

What was your experience? _____

Why are you moving? _____

What is your timeframe? _____

Do you currently own or are you renting? _____

Will it be necessary to sell your home to buy the next one? _____

Is your current home on the market? _____ Does your realtor feel it's well priced? _____

Have you determined your net proceeds after the sale of this house? _____

If you're renting, what is your monthly outlay? _____

Do you have a lease? _____ When does it expire? _____

How long have you been looking for a home? _____

Have you seen any homes you liked? _____

Why didn't you buy it? _____

If we found the right home today, are you ready to make a decision? _____

Has anyone given you the opportunity to find out what it takes to financially purchase a home
in today's market? _____

What REALTOR services are important to you now? _____

HOME BUYER'S NOTES

When you are inspecting homes, use this sheet to jot down what you liked most about each home. Use this as a "Memory Jogger" when you are comparing notes later.

Home Address: _____

Style of Home: _____

Price: _____

Best Features: _____

Home Address: _____

Style of Home: _____

Price: _____

Best Features: _____

Home Address: _____

Style of Home: _____

Price: _____

Best Features: _____

PREFERENCES

What Features Would You Like In Your New Home?

	Current Home	Want in a New Home	Minimum in New Home
1. Number of bedrooms			
2. Number of bathrooms			
3. Living Room			
4. Dining Room			
Separate			
5. Kitchen			
Eat in			
6. Breakfast Room			
7. Family Room			
8. Flooring			
Hardwood			
Carpet			
Ceramic Tile			
9. Den/Study/Office.....			
10. Basement			
Unfinished			
Finished			
Walk-out			
11. Attic			
Finished			
Storage			
12. Parking			
Garage			
Carport			
On Street			
Off Street			
13. Patio or Deck			
14. Fireplace			
Masonry			
Woodstove			
15. Other			
Home Exterior			
Yard Size			
Community Amenities			
Security System			
Hot tub/Jacuzzi			
Shed			
Ceiling Fans			
Fence			