

Identifying your Priorities



PERSONAL PROFILE

Name(s): _____

Address: _____

Phone: *home:* _____ *work1:* _____ *work2:* _____

Own Rent Years in this home _____

Children: _____

MOTIVATION

Reason for move: _____

When do you want to move in? _____

Is that date flexible? If not, why not? _____

How long have you been looking for a home? _____

Have you seen any homes you like? yes no

Why didn't you buy? _____

Are you looking at homes with any other sales associate? yes no

Where do you work? (*location*) _____

When is the best time to look at homes? _____

If we found the right home for you today, would there be anything that could keep you from buying it? Will anyone else be involved in the buying decision?

HOUSING INFORMATION

What's most important to you in a home? _____

Do you have (or anticipate) any hobbies, interests or lifestyle factors that would affect your housing needs? _____

Are schools important? yes no If yes, what aspects? _____

Where do you want to live? _____

What style home do you prefer? Rambler Two-Story Traditional Contemporary

How many bedrooms? _____ Baths _____ Living areas _____

Yard size _____ Garage size _____