



Identifying Your Priorities

PERSONAL PROFILE

NAME(S) _____

ADDRESS _____

PHONE (home) _____ (cell) _____ (work) _____

EMAIL _____

Own Rent Years in this home _____ Children (names/ages) _____

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 Describe: _____

If yes, why didn't you buy? _____

Are you looking at homes with any other sales associate? Yes No

Where do you work? _____

When is the best time to look at homes? _____

When we find the right home for you, will 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 of home do you prefer? Rambler Two-Story Traditional Contemporary

How many bedrooms? _____ Baths _____ Living areas _____ Yard size _____ Garage size _____