

THINKING THROUGH YOUR HOMEBUYING WANTS & NEEDS

GENERAL

- What do you like most about where you live now? What don't you like?
- What is your primary motivation for buying a home now?
- How long do you plan to live in your new home?
- How many people will be living in your new home?
- Do you have or plan to get any pets?

TIMING

- When do you want to be in your new home?
- Do you have a deadline by which you *must* move?
- Do you have a home you need to sell? Are you currently on a lease?

FINANCING

- What price range are you targeting for your new home?
- What would you like to pay monthly, including condo fees if applicable?
- Have you already been pre-approved for a mortgage? If so, by whom?

LOCATION

- What towns/neighborhoods are you considering?
- What is it about these areas that appeals to you?
- Would you consider other areas that have these same qualities?
- Where do you work? How do you get there?
- How important is access to public transportation?
- What else is important to you regarding location? (e.g., privacy, access to highways, proximity to shops and entertainment, schools, etc.)

HOME FEATURES

- Are you looking for a condo/town house/single-family/multi-family?
- If a condo, do you prefer a certain building type? Number of units?
- What is the minimum number of bedrooms you will consider? Minimum bathrooms?
- How important is off-street parking? How important is outdoor space?
- What does your *ideal* home look like?
- What are the five most important features you are looking for?
- Are there any absolute deal-breakers that I should keep in mind?