



# 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 \_\_\_\_\_