

## KNOW WHAT YOU WANT

Finding a home requires a partnership between Buyers and Agents. There are two reasons that cause a disconnect between what you want and what your agent may be showing you. The first is the agent isn't listening. The second is that you aren't talking. This occurs more often than you'd think and the most prominent reason for this is that, short of the basics (i.e. 3 bedroom, 2 bath, etc.), buyers haven't really defined their end goal themselves. Communication is paramount to any successful relationship and how can anyone else know what you want if you are not sure yourself? A great way to turn that around and make the buying process more fun and efficient is to evaluate what is important to you.

- Why are you moving?
- Where would you like to live?
- How long do you plan to live in your new home?
- Have your needs changed or will they be changing soon?
- How many will be living in your new home?
- What do you like about your current home?
- What do you not like about your current home?
- What do you want to be close to in the area?
- What do you want to avoid in the area?
- How much do you want to invest?

## WHAT STYLE OF HOME ARE YOU LOOKING FOR?

Homes come in all shapes and sizes. Once you understand your needs and wants, you can then fit it into the right package. Below are a few examples.



WHICH AREA DO YOU WANT TO BE IN?

NORTH	NEIGHBRHD	HORSES	RESTAURANTS	CUL-DE-SAC
SOUTH	SCHOOL	GOLF	NIGHTLIFE	GATED
EAST	SHOPPING	LAKE	PUB TRANS	GUARD GATD
WEST	RELIGIOUS	SPORTS	BIKE LANES	SECURITY
NW	WORK	MOUNTAIN	FITNESS	CLUB HOUSE
SW	COMM ORG.	PARK	MEDICAL	PRVT POOL
NE	SUBDIVISION	WALK PATH	LIBRARY	COMM POOL
SE	ESTATE	MEDITATION	THEATER	MASTER HOA
CENTRAL	HIGHRISE	DOG PARK	DAYCARE	AGE-RESTR

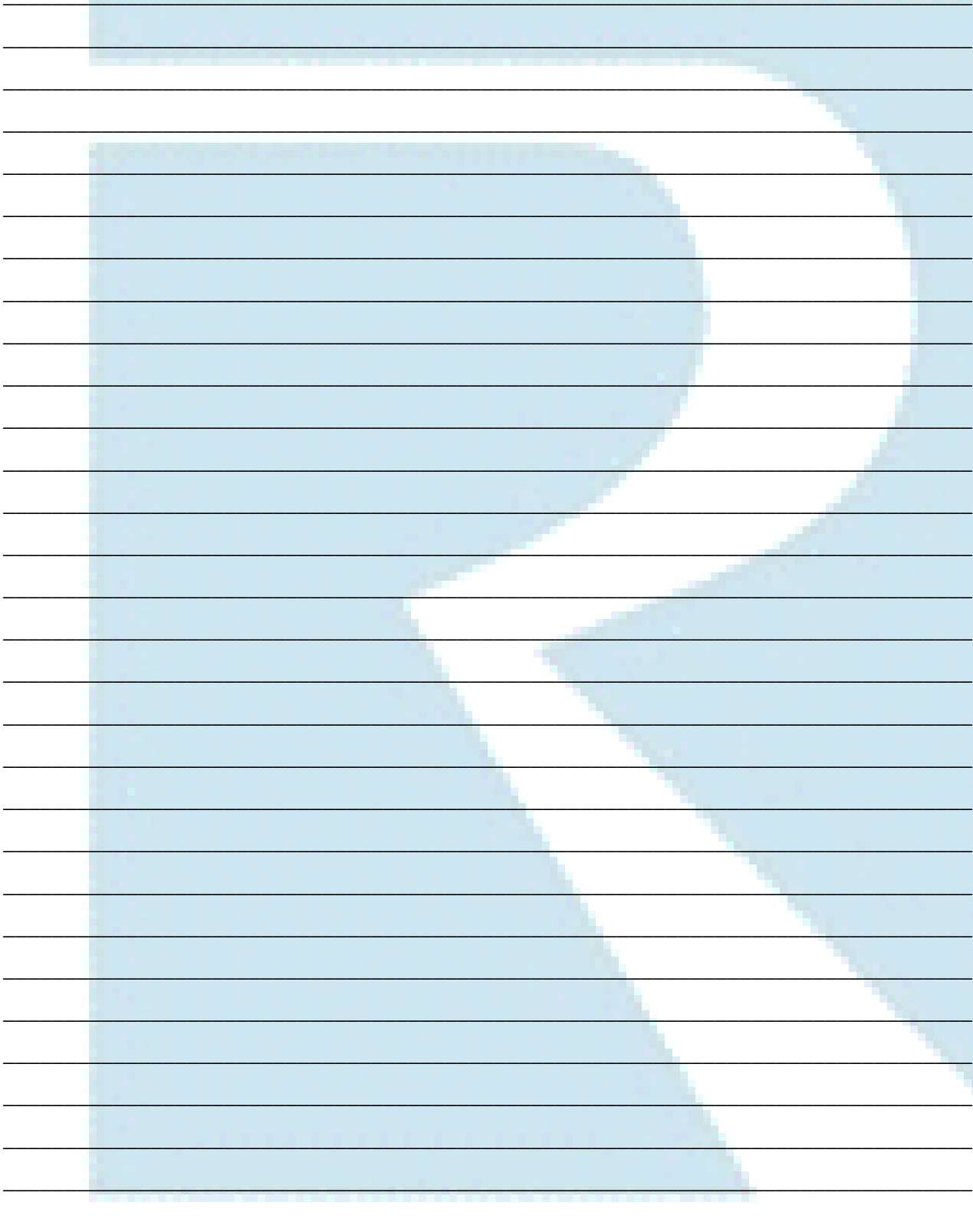
YOUR LIST...

MUST HAVES		MUST NOT HAVE		WISH LIST	

IF YOU ARE NOT FINDING SUCCESS...

If you have seen 4 or 5 houses and not yet found a place you can call ‘Home’ review your answers above and make any revisions. New items may come up and your priorities may need adjusting now that you have a better understanding of what is available to you and where you are willing to make compromises.

NOTES:



A large blue rectangular area with a white circular graphic on the right side, overlaid with horizontal lines for writing.