



## HOME BUYER

# wants assessment

HERE ARE ANOTHER SET OF FACTORS THAT ARE WANTS RATHER THAN NEEDS. WE WILL LOOK FOR AS MANY OF THESE AS POSSIBLE ON OUR SEARCH! RANKING WANTS IS NOT AS IMPORTANT AS NEEDS BUT GOING THROUGH THE PROCESS CAN BE HELPFUL TO BOTH YOU AND YOUR REALTOR!

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**HOME STYLE:** THERE ARE LOTS OF DIFFERENT STYLES AND TYPES: MODERN? CHARACTER? MID-CENTURY? MOBILE? NO BASEMENT?

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**LOT SIZE/OUTDOOR SPACE** - DO YOU HAVE HOPES FOR A BIG YARD? OR DREAM OF A SMALL YARD WITH LITTLE YARD WORK? DO YOU WANT A BALCONY? OR IS ACCESS TO WALKING PATHS ENOUGH FOR YOU?

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**VIEW** - IS IT IMPORTANT TO YOU TO LOOK OUT OF YOUR WINDOWS AND SEE SOMETHING BREATH-TAKING? OR ARE YOU MORE OF A 'CURTAINS CLOSED'-TYPE PERSON?

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**UPDATES** - WOULD YOU PREFER A HOME THAT IS ALREADY UPDATED IF POSSIBLE? OR WOULD YOU BE OKAY WITH MAKING SOME CHANGES YOURSELF, EITHER NOW OR IN THE FUTURE?

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**FLOOR PLAN** - ARE YOU A LOVER OF AN OPEN FLOOR PLAN OR BIG SOUTH FACING WINDOWS? DO YOU NEED A HOME OFFICE? OR AN EXTRA SPACE THAT YOU CAN TUCK A SEWING MACHINE INTO?

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**ENERGY EFFICIENCY** - IS 'LIVING GREEN' IMPORTANT TO YOU? FEATURES LIKE A CLOTHES LINE, ELECTRIC FURNACE, HEAT PUMP OR GEOTHERMAL MAY BE A CONSIDERATION.

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**LUXURY FEATURES** - HAVE YOU ALWAYS DREAMED OF HAVING A POOL? A WORKSHOP? A FIREPLACE? MAYBE WE CAN FIND YOU SOMETHING THAT YOU HAVE ALWAYS DREAMED OF!

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**SMART HOME** - SOME PEOPLE LOVE BEING 'CONNECTED'! THERE ARE HOMES OUT THERE THAT ARE WIRED FOR SOUND, INTERNET, SECURITY ETC!

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**FUTURE POTENTIAL** - IS THIS A NEIGHBOURHOOD THAT IS 'UP AND COMING' AND JUST THE PLACE YOU WANT TO BE? OR IS IT A PURCHASE FOR A FUTURE INCOME PROPERTY? MAYBE IT'S CLOSE BY A UNIVERSITY OR COLLEGE - A SPOT WHERE YOUR KIDS CAN GO TO POST SECONDARY AND LIVE WITH FRIENDS.

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