



Buyer Needs Versus Wants

The definition of a "Want" is something you'd like to have & that you could change over time, such as:

- Paint and Carpet
- Deck, pool, hot tub
- Hardwood floors
- Specific style of home
- Remodeled kitchen or baths
- Fireplace or wood stove
- Newer windows
- Landscaping

On the other hand, a "Need" is anything that you must have and cannot easily change. Examples would be:

- Enough space for your lifestyle
- Number of bathrooms
- Garage or storage area
- Home office
- Yard size
- Neighborhood, safety, good schools
- Decent working furnace
- Updated wiring & plumbing

This is designed to help you think through what you want and need in your next home.

Complete the areas of this checklist that apply to you. Take the completed document to your meeting with your real estate agent to help them understand what you are looking for so they will be able to help find the best homes possible.

GENERAL

Approximately how many square feet of living space do you require?

Number of bedrooms?

Number of bathrooms?

Location (city/area):

What features of prior homes were your favorites - that you might want to keep?

What features of prior homes did you dislike - that you wouldn't want again?

INSTRUCTIONS

For items that are NEEDS, put an X or checkmark in the need column. For items that are WANTS, rank them from 1 to 10, with 1 being not very important and 10 being very important. If something is not important to you at all, leave both columns blank.

	NEED	WANT 1-10		NEED	WANT 1-10
LOCATION			INTERIOR		
Close to parks			Family room / den		
Close to work			Game / media room / "man cave"		
Close to public transportation			Formal living room		
Close to friends/family			Breakfast area		
Close to highways			Kitchen island		
Close to schools			Modern kitchen		
Close to shopping			Formal dining room		
Close to entertainment			Office		
Type of neighborhood			Walk-in closet		
			Fireplace		
PROPERTY TYPE			Luxury master bath		
Townhouse			Storage space		
Condominium			Laundry location		
Split floor plan			Open floor plan		
One story			Workshop		
Two story			Multi-car garage		
EXTERIOR			HOME SYSTEMS		
Waterfront			Gas appliances		
Gated community			Electric appliances		
Golf course			Dishwasher		
Swimming pool			Gas heat		
Acreage			Electric heat		
Sprinkler system			Heat pump		
Fenced back yard			Green/efficient systems		
Landscaping			Alarm system		
Entertainment / BBQ area					
Hot tub / spa			OTHER:		
Outdoor dining area					
Outdoor storage					
OTHER:					