

| Wants | Needs | Priorities |
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Buyer's Needs Appraisal

PREPARED FOR:

DATE:

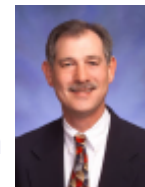
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Buying?**
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The MOST important part of home buying is YOU. This short workbook will help you determine your wants, desires and expectations.

Personal Profile

Name (1) _____ Name (2) _____

Address _____ Own Years In _____
Rent This home

Phone: Home _____ Work _____ Work _____

Cell _____ Cell _____ Cell _____

E-mail _____ E-mail _____

Children's names & ages _____

Motivation

Reason for moving _____ Is this a Yes
first home? No

Desired possession date _____ Is this date
flexible? Why? _____

Can you close without Yes Current Listed
selling current home? No Home Sold Closing date _____

Equity \$ _____ Have you seen Yes
homes you like? No Are you working Yes
with other Realtors? No

Why didn't you buy? _____

Family's feelings about moving _____

Authority to Buy

How does your family make
Important buying decisions? _____

Do you need to consult anyone Yes
before buying? No Reason _____

Service You Can Trust

Housing Information

What do you like about
your present home? _____

What would you change? _____

Interests or other factors
affecting your needs: _____

Do you expect any changes
that may affect needs? _____

Desired home
features: Bedrooms _____ Baths _____ Style _____

Lot _____ Other _____

The Buying Process

Type of Residential
investment: Commercial

Prepared for Willing
compromise: Unprepared

Willingness to Willing
be competitive: Unprepared

Availability to
look for homes Days _____

Evenings _____

Weekends _____

Readiness to
make a decision _____

Help Your Friends

Who do you know that can benefit from a Buyer's Needs Appraisal?

Who do you know that can benefit from a Seller's Needs Analysis?

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