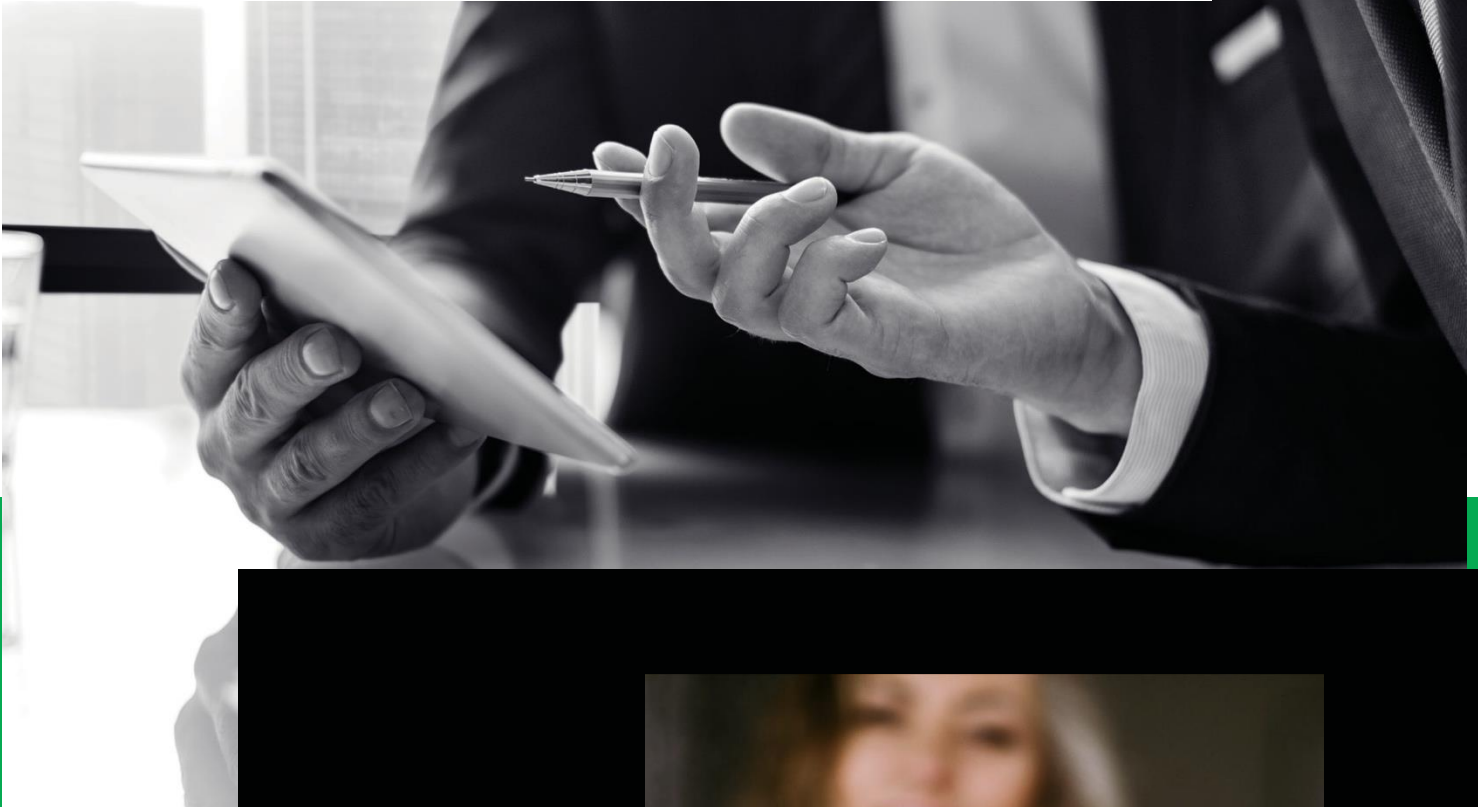


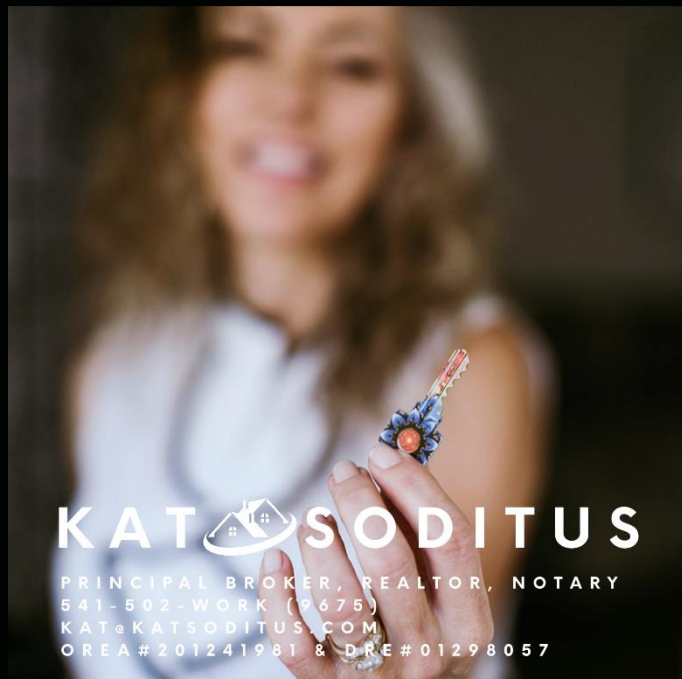
REAL ESTATE ALLIANCE

& LEASE

Your R.E.A.L. Estate Marketplace



**Lifestyle &
Property
Requirements**



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Lifestyle & Property Requirements Questions

Let's discuss these important aspects of your Buyer Requirements

CURRENT SITUATION: Can you share with me a little about your current living situation...specifically: What do you like about where you are now? What would you like to change?

LIFESTYLE FEATURES: I want you to put on your creativity hat for a minute and think about this: ideally, in whatever timeframe you specify, what is your ideal lifestyle? Can you describe what your lifestyle would look like once you've moved into your new place? How would it differ from your situation now?

NEIGHBORHOODS OR AREAS: What different areas in town have you been checking out? What is it about those areas that are appealing and satisfy the lifestyle you wish to live?

KEY LOCATION FEATURES: When it comes to location, what's most important to you? Schools? Proximity to restaurants, recreation & shopping? Access to highways & freeways? Urban, suburban, or rural? Please take a few minutes to consider and share your thoughts with me.

HOME FEATURES: What are you looking for in a home? Feel free to start out generically, as we will dive into the details in the future.

HOMES RECENTLY VIEWED: What about these homes do you like? Is there anything missing from them?

MUST HAVES: What are the "deal breakers" for you? Why are they important? Would there be anything that would make you compromise on them?

NICE TO HAVES: What would you like to have, if you didn't have to compromise on price or location?

DREAM HOUSE: If time, money, and availability weren't an issue, what would like to have in your next home?

MISSING QUESTIONS: What questions do you feel like we missed during this conversation, or what else would you add to this to help me locate the best options for you?

Lifestyle & Property Requirements Questions

NAME: _____

CURRENT SITUATION: _____

LIFESTYLE FEATURES: _____

NEIGHBORHOODS OR AREAS: _____

KEY LOCATION FEATURES: _____

HOME FEATURES: _____

HOMES RECENTLY VIEWED: _____

MUST HAVES: _____

NICE TO HAVES: _____

DREAM HOUSE: _____

MISSING QUESTIONS: _____
