

# Clarity builds confidence.

I've developed these ten questions over fifteen years of helping people just like you build the lives they want in homes they love.

Answering them will uncover your true priorities as you begin this journey, which will help you and your team create the perfect plan.

## Pro Tips:

#1: If you're buying a home with a partner, print two copies. Answer solo and then share. Be prepared to be surprised.

#2: Be honest. Dig a little deeper than your gut response. You'll save time, effort, and energy by being transparent and self-aware.

1.  
Is this your first purchase? If not, how long ago did you purchase the home you're in? \_\_\_\_\_

2.  
If you've purchased a home before, how was that experience? \_\_\_\_\_

3.  
Have you talked with a lender?  
Are you pre-qualified? \_\_\_\_\_

4.  
If you had a magic wand and could create the perfect home, what would it look like? Why? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

5.  
How long do you anticipate staying in this new home? \_\_\_\_\_

6. Different price points and locations sell at different speeds. Pick a holiday within the next 90 days. Do you see yourself in a new home by then?

---

7. What needs to happen in the next 30 days to make sure that timeline is met?

---

8. If you had to choose your top "number one" from these three options, what would it be? (All three are important, but only one can be the true driver of your search.)

Price:

*You have your budget and you aren't willing to go one penny over.*

Location:

*You have a school boundary you want to live within, or you don't want a commute over a certain length of time.*

Style/Condition:

*You have a particular kind of home you'd prefer to live in, or you're searching for a fixer-upper you can make your own.*

9. The reality is that no house is going to be "100%." 80% is a win in this process. When you find one that hits that mark, you should act quickly.

Knowing this, look back on the previous question. Ask yourself: *What's really the MOST important and meaningful to my everyday life?* Circle it.

Price

Location

Style/Condition

10. If you're buying with your significant other, do you both agree that your top priority is the one you've just circled?

YES // NO