

23. Laundry location? Main floor/basement? \_\_\_\_\_
24. Are you looking for a home with a fireplace? \_\_\_\_\_
25. Are you okay with either sewers or septic tank for your home? \_\_\_\_\_
26. Are you okay with both municipal or well water? \_\_\_\_\_
27. With heating do you prefer only gas forced air or will you consider others such as propane/oil/electric baseboard heating? \_\_\_\_\_
28. What other systems are you looking for in a home? Central air? Security? Central vac? Water filtration? \_\_\_\_\_
29. What kind of flooring are you looking for in a home? \_\_\_\_\_
30. With regards to the outside of the home are you looking for a home that has a pool? \_\_\_\_\_
31. What type of view would you like for your home? Main street? Backing on to another home? \_\_\_\_\_
32. Do you have a preference for ceiling height? \_\_\_\_\_
33. What are your have to have's (requirement)? \_\_\_\_\_
34. What are your I'd like to have's (preferred)? \_\_\_\_\_
35. What are your I'd love to have's (unexpected)? \_\_\_\_\_
36. What don't you want? \_\_\_\_\_
37. Do the children require anything specific? \_\_\_\_\_
38. Why are you buying a home? \_\_\_\_\_
39. Is there a school or church or anything else you'd like to be near? \_\_\_\_\_
40. Is the sale of another property involved in the purchase of this property? \_\_\_\_\_
41. Would you like to sell first, or can you purchase before selling? \_\_\_\_\_
42. Who is buying the home? \_\_\_\_\_
43. How many people do you envision living in the home? \_\_\_\_\_
44. Who are the people involved in making the decision to buy? \_\_\_\_\_
45. Do you have pets? \_\_\_\_\_
46. Where in the home do you share most of your time with your family? \_\_\_\_\_
47. Where do your children spend most of their time? \_\_\_\_\_
48. What does excellent customer service mean to you? \_\_\_\_\_
49. How much money do you have for down payment and closing costs? \_\_\_\_\_
50. How much do you wish to invest in Real Estate? \_\_\_\_\_
51. Is there anything I should have asked you but did not? \_\_\_\_\_
52. What would you ask you if you were me? \_\_\_\_\_
53. What are you concerned about in this process? \_\_\_\_\_
54. Are you ready to buy a home? \_\_\_\_\_