

House Hunter's Wants & Needs Assessment Instructions

Each person involved in the decision/selection process for the new home should complete this exercise. Begin alone, each person doing their own Assessment separately.

Sit together and review the exercise. The first three questions are easy and will likely produce some agreement. The real work begins with the lists of 10 items.

First, cross off any items on which everyone agrees. Then note any items that conflict. For example, if one list says 'One story, NO STAIRS!' and the other says 'Split Level or Two Story,' . . . well you can't have it both ways. Don't debate these, just circle them.

Now you have three kinds of items on your lists: crossed off items on which you agree, circled items on which you disagree, and remaining items which don't conflict with one another. Start with the non-conflicting items. Talk about each one, why it is on the list, how you picture it in your new home and so on. Note whether the item is a 1, 2, or 3 (1 being most important, 3 being least), and transfer it to a new combined list along with the items you crossed off earlier.

Move on to the circled items. These are in conflict with one another so they must be negotiated. How important is each? If your desire for no stairs is a 1 and your partner's desire for a Split Level is a 3, no stairs probably ought to prevail and be transferred to the combined list. If the two items share the same number, for example if both are 2's, your conversation will be more in depth. Listen to one another. Ask yourself how flexible you can be. Gradually come to an agreement; or agree to disagree. Transfer the result of your discussion (even if you agree to disagree) to your combined list.

Share the list with your agent. Talk about the exercise and what you learned. And then start looking at houses.



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House Hunters Wants & Needs Assessment

Why are you making this move?

What three things do you like most about your current home?

1. _____
2. _____
3. _____

What three things do you like least about your current home?

1. _____
2. _____
3. _____

List 10 things you would like to have in your next home. Include floorplan, style, amenities, location, view and so on.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Once the list is complete, assign a numerical value to the right of each based on this scale: 1 is most important, 2 is important, 3 is less important. You may assign only 3 - 1's, 4 - 2's and 3 - 3's.