

Buyer Needs, Wants, and Must-Haves

Use this worksheet to define your priorities. This will help refine your search and ensure you focus on properties that align with your core requirements.

Needs:

Wants:

Must-Haves:



Priority Grid: Home Features

Use this grid to visually prioritize home features based on their importance and desirability. Consider the relative value of each feature to you, and plot them in the appropriate quadrant. This will help you understand which features are critical, which are nice-to-have, and which are less important.

High Importance / Must-Have	High Importance / Nice-to-Have
Low Importance / Nice-to-Have	Low Importance / Not Important



Feature Rating Checklist

Rate each feature on a scale of 1 to 5, where 1 = Not Important and 5 = Extremely Important.

Checklist:

- Size of the House: 1 2 3 4 5
- Number of Bedrooms: 1 2 3 4 5
- Number of Bathrooms: 1 2 3 4 5
- Kitchen Size/Layout: 1 2 3 4 5
- Backyard Size: 1 2 3 4 5
- Garage/Parking: 1 2 3 4 5
- Location/Neighborhood: 1 2 3 4 5
- School District: 1 2 3 4 5
- Proximity to Work/Commute: 1 2 3 4 5
- Style of the House: 1 2 3 4 5
- Lot Size/Privacy: 1 2 3 4 5
- Natural Light: 1 2 3 4 5
- Storage Space: 1 2 3 4 5
- Condition/Age of the House: 1 2 3 4 5
- HOA Fees: 1 2 3 4 5
- Walkability/Bike-ability: 1 2 3 4 5
- Public Transportation: 1 2 3 4 5
- Quietness of the Neighborhood: 1 2 3 4 5
- Other: _____ 1 2 3 4 5
- Other: _____ 1 2 3 4 5

