

I believe by working together we can accomplish your goals. The first step towards meeting and exceeding your expectations is choosing a real estate professional who will look out for your best interests. Many people make the mistake of going on their own and work with the "sellers" agent instead of having a "buyers" agent represent them.

**Advantages of working with a buyer's agent;**

- They will show you all the properties in the MLS as well as For Sale by Owner properties, foreclosures, Bank owned properties, and even properties not on the market! This will ensure you have the best selection.
- A buyer's agent will be able to evaluate the seller's asking price by doing a market analysis in order to determine fair market value. They can even find out how much the seller paid for the house originally. This will assist in determining an appropriate offer and negotiating strategy.
- They will tell you everything they can find out about the seller and their motivation for selling.
- Some buyer's agents have a team of professionals to support their clients. For example; mortgage brokers, financial advisors, lawyers
- They also think in Buyer's terms and have creative ways to get the best value.

Most home buyers do not realize that the seller's real estate agent has been hired by the seller to look out for their best interests by closing a deal as quickly as possible and for the most money. While they may be friendly and helpful they are not your representative. In fact, the listings agent has a legal responsibility to pass any helpful information on to the seller — information that weakens your bargaining position!

Why would you want to work with a seller's agent, dual agent, or designated buyer agent when it [doesn't cost anything](#) to have your own Exclusive Buyer Agent represent you?

If you are looking for a real estate team who is passionate about helping you purchase the best home, [contact us](#) today. After all you are not just purchasing a home but buying into a neighbourhood. We'll make sure it is right for you.



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# Home Search Criteria – A Starting Point

## GENERAL INFORMATION

Name: \_\_\_\_\_  
Current Street Address: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_  
Home Phone: \_\_\_\_\_ Business Phone: \_\_\_\_\_  
Email: \_\_\_\_\_

## TIME LINE INFORMATION

Deadline for Locating a Home: \_\_\_\_\_  
Required Move In Date: \_\_\_\_\_

## NEEDS ANALYSIS

Family Size: \_\_\_\_\_ Adults: \_\_\_\_\_ Children: \_\_\_\_\_  
Need-to-Have features: \_\_\_\_\_

Nice-to-Have features: \_\_\_\_\_

Area Preferred: \_\_\_\_\_  
Price Range: From: \_\_\_\_\_ To: \_\_\_\_\_  
Approximate Square Footage: \_\_\_\_\_

Prefer: \_\_\_\_\_ Home \_\_\_\_\_ Condominium \_\_\_\_\_ Town home \_\_\_\_\_ Duplex/Triplex  
Other \_\_\_\_\_

Approximate age of Home: \_\_\_\_\_  
Style: \_\_\_\_\_  
Bedrooms: \_\_\_\_\_ Bathrooms: \_\_\_\_\_ Garage: \_\_\_\_\_

### Important Features:

<input type="checkbox"/> Den	<input type="checkbox"/> Porch
<input type="checkbox"/> Family Room	<input type="checkbox"/> Patio
<input type="checkbox"/> Formal Dining Room	<input type="checkbox"/> Workshop
<input type="checkbox"/> Combination Dining Room	<input type="checkbox"/> Drapes/Blinds
<input type="checkbox"/> Wooded Lot	<input type="checkbox"/> Carpet
<input type="checkbox"/> Air Conditioning	<input type="checkbox"/> Public Transportation
<input type="checkbox"/> Swimming Pool	<input type="checkbox"/> Utility Room
<input type="checkbox"/> Fireplace	<input type="checkbox"/> Breakfast Area
Other: _____	

## SCHOOL REQUIREMENTS

Elementary School: \_\_\_\_\_  
Middle School: \_\_\_\_\_  
High School: \_\_\_\_\_

## PRESENT HOME INFORMATION

\_\_\_\_\_ Sold \_\_\_\_\_ Listed \_\_\_\_\_ Not Listed  
If not sold or listed, may we have a cooperating broker assist you? \_\_\_\_\_  
Approximate down payment available: \_\_\_\_\_  
Source of down payment: \_\_\_\_\_