



BUYER DEALBREAKERS

BUYER NAME: _____

HOME MUST HAVE/BE:

HOME MUST NOT HAVE/BE



National Average: Buyers look at no more than 5 properties, on average, before making their choice.

WHY: Buyers should have clear goals and a clear vision of what they need/want in a home.

2 or more buyers: When there is more than ONE buyer, BOTH buyers must decide what their PARALLEL VISION IS. It is recommended **that buyers sit down and come up with a UNITED GOAL of what their TOP 3 MUST HAVE NON NEGOTIABLES ARE. They must also decide what their UNITED GOAL of their TOP 3 DEALBREAKERS are (that the property must NOT HAVE).**

Suggestion: Do not look at homes that have dealbreakers. ONLY look at homes that have your TOP 3 options. Looking at too many homes in too many areas will actually DELAY accomplishing your goal. Looking at a lot of homes should NOT be your goal. ONLY looking at QUALIFYING homes should be.