

# Needs vs. Wants

*Sort your priorities before you tour a single home.*

Every home search starts with a list, and every list gets whittled down once you see what's actually on the market. Use the three columns below to sort what you're looking for — then bring this with you on your first few showings and see how it holds up.

| 01<br>DEAL-BREAKERS<br><i>Features you can't live without — if it's missing, the house is off the list.</i> | 02<br>NEEDS<br><i>Important to your day-to-day life, but something you could flex on for the right home.</i> | 03<br>WANTS<br><i>The nice-to-haves that help you choose between two homes that both check the boxes.</i> |
|-------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| 1                                                                                                           | 1                                                                                                            | 1                                                                                                         |
| 2                                                                                                           | 2                                                                                                            | 2                                                                                                         |
| 3                                                                                                           | 3                                                                                                            | 3                                                                                                         |
| 4                                                                                                           | 4                                                                                                            | 4                                                                                                         |
| 5                                                                                                           | 5                                                                                                            | 5                                                                                                         |
| 6                                                                                                           | 6                                                                                                            | 6                                                                                                         |
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| 8                                                                                                           | 8                                                                                                            | 8                                                                                                         |

A tip from the field: revisit this list after every few showings. What felt like a want on day one sometimes turns into a need — and vice versa.

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