

# Buyer Philosophy Questionnaire

Helping us understand not just what you want — but why, and what matters most.

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## Most agents ask how many bedrooms you want. I want to know a lot more than that.

This questionnaire helps me understand your motivations, priorities, and what the right home actually looks like for your life — not just your checklist. There are no wrong answers.

Fill out digitally in Acrobat / your browser, or print and complete by hand. Return to Doug before your consultation.

### 1 WHO YOU ARE — let's get connected

Your name(s) \*

Phone \*

Best way to reach you

Text

Phone call

Email

Text then call

Tell me a little about your family / household

What do you do for work?

Hobbies / passions?

Any big life goals?

### 2 YOUR WHY — the real reason you're doing this

Why are you buying a home? Check all that apply.

Always wanted to own

Getting married / raising family

Need more space

School district

Investment / rental

Sick of rent going up

Build a nest egg

Make it my own

Downsizing

Relocating to Louisville

Life transition

Cashing out equity

In your own words — what's the most important thing to you about owning this home?

*This becomes the north star for our entire search. Be honest.*

If you could wave a magic wand and have this purchase go exactly the way you want — what does that look like?

### 3 TIMELINE & FINANCES — let's make sure we're set up for success

Min price

Max price

Pre-approval amount (if any)

Timeline — when are you hoping to be in your new home?

ASAP

1–3 months

3–6 months

6–12 months

Just exploring

Financing status

Cash

Pre-approved

Need a lender

Not sure yet

Selling a home first?

Yes — need to sell first

Already under contract

No — renting

No — keeping it

**4 THE HOME** — what you're looking for

Min bedrooms  Min bathrooms  Min sq ft  Year built pref.

**Home style — check all that appeal to you:**

- |   |   |   |                                      |
|---|---|---|--------------------------------------|
| <input type="checkbox"/> Craftsman / Bungalow | <input type="checkbox"/> Colonial           | <input type="checkbox"/> Ranch            | <input type="checkbox"/> Cape Cod    |
| <input type="checkbox"/> Tudor                | <input type="checkbox"/> Farmhouse          | <input type="checkbox"/> Contemporary     | <input type="checkbox"/> Traditional |
| <input type="checkbox"/> Split Level          | <input type="checkbox"/> Condo / Patio Home | <input type="checkbox"/> Open to anything |                                      |

**Features — circle or check: Want · Need · Not Important**

FEATURE	WANT	NEED	NOT IMPOR
Garage	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Finished basement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Walkout basement	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
First floor primary bedroom	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
First floor laundry	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Home office / study	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Open concept	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Hardwood floors	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Updated kitchen	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fenced yard	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Deck / patio / porch	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Pool	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Fireplace	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
In-law suite	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Low maintenance / HOA	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Large lot / yard	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**The 3 things you absolutely cannot live without in your new home:**

**1**

**2**

**3**

**Absolute dealbreakers — things that would make you walk away:**

**5 LOCATION & LIFESTYLE** — where and how you want to live

**Areas of Louisville you're interested in — check all that apply:**

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Highlands / Cherokee       | <input type="checkbox"/> Crescent Hill | <input type="checkbox"/> NuLu / Butchertown  |
| <input type="checkbox"/> St. Matthews               | <input type="checkbox"/> Lyndon        | <input type="checkbox"/> Hurstbourne         |
| <input type="checkbox"/> Prospect                   | <input type="checkbox"/> Anchorage     | <input type="checkbox"/> River Road corridor |
| <input type="checkbox"/> Simpsonville / Fisherville | <input type="checkbox"/> J-Town        | <input type="checkbox"/> Open / flexible     |

**Specific streets, blocks, or pockets you love — or want to avoid?**

*"Walkable to Bardstown Rd but not ON Bardstown Rd" is exactly the kind of detail I need.*

  
  


**School considerations (specific schools, districts, or programs):**

**Commute / proximity anchors (work, walk to, need to be near):**

**Which describe what you're looking for? Check all that apply:**

- |   |   |
|---|---|
| <input type="checkbox"/> High walkability                 | <input type="checkbox"/> Quiet residential street     |
| <input type="checkbox"/> Big yard / outdoor space         | <input type="checkbox"/> Built for entertaining       |
| <input type="checkbox"/> Home office / WFH                | <input type="checkbox"/> Original character / details |
| <input type="checkbox"/> New or newer construction        | <input type="checkbox"/> Pet-friendly neighborhood    |
| <input type="checkbox"/> Low maintenance                  | <input type="checkbox"/> Walk to restaurants / bars   |
| <input type="checkbox"/> Privacy / not close to neighbors | <input type="checkbox"/> Community feel               |
| <input type="checkbox"/> Fixer / value-add project        | <input type="checkbox"/> Move-in ready                |

**Paint me a picture of your ideal street or block — what does it feel like?**

*e.g. "Mature trees, sidewalks, neighbors who wave. Quiet but not dead."*

  
  


**HOA tolerance:**

- No HOA — hard no     
  Low/minimal ok     
  HOA is fine     
  Indifferent

**6 YOUR MINDSET** — so I can show up the right way for you

**Homes owned in your lifetime?**

**Currently own or rent?**

**What worked in your last home search — and what would you do differently?**

  
  


**"If we find the perfect home — what will you do?"**

*"We'd move fast" vs. "We'd need to think about it." No wrong answer — just honest.*

  
  


**Anything else you want me to know before we start?**

  
  


**Thank you. This is where the real work begins.**  
 Once I review your answers, I'll reach out to schedule our consultation.  
 Questions before then? Call or text anytime.  
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