

Client needs questionnaire

Do you have a good idea of what you're looking for? Describe it in general terms.

How would you describe the ideal home/property in a few words? Adjectives (comfortable, modern, clean, simple?) will help a lot.

Newcomers: What attracted you to Salt Spring in the first place? How many times have you visited?

Are you planning to live here fulltime, part-time, weekends, once in a while?

Are you looking for "the perfect place"? Or, are you willing to find a location that might need some changes, renovations, or work? Consider these questions:

- Is the property (the view, the ocean, the size, etc) most important and the home doesn't matter (we will renovate)?
- Do you want a home that is "done", completely renovated, and needs very little (except perhaps a change of paint color here and there?)
- Are you willing to tackle a small number of projects (i.e. a kitchen or bathroom reno)?
- Are you flexible, re. any of the above, depending on price?

Do you have a sense of your budget, or a range of prices that you would be interested in? Do you believe you have an idea of what the market for homes is on Salt Spring?

Have you seen any properties in the price range that you might be interested in? Are you educated about the Salt Spring market, prices, generally?

The desired property:

- What are your top priorities:
 - Privacy
 - Quiet
 - Waterfront
 - Views
 - Retreat/woodlands
 - Gardening and/or other hobbies
 - Space for family and visitors

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- Close to a particular area?
- Other?

Describe your priorities (or expand on the items above).

- How many:
 - Bedrooms?
 - Bathrooms?
 - Square feet?
 - Garage?
 - Other

- How would you describe the perfect place in terms of style, feel:
 - Cozy
 - Comfortable
 - Modern, clean lines, contemporary
 - Traditional
 - Basic cottage/cabin-like
 - Doesn't matter – hadn't thought about it (dictated by price and/or other factors?)

- Are you looking for some specific features:
 - Potential for a home office
 - Fireplace
 - Environmental standards
 - Room to add on, renovate?
 - Moorage (year round? Summer only? Size of boat? Power or sail?)
 - "Separate" spaces for visitors, family members? (If so, how separate?)
 - One-floor living (seniors, older parents etc)
 - Workshop
 - Out-buildings (storage, gardening)
 - Bathrooms: soaker tub, walk-in double shower, other?
 - Built-in vac
 - Security system
 - Garage/carport – how many spaces

- Kitchen:
 - Gourmet?
 - Basic?
 - Does it matter?
 - Make or type of appliances preferred?
 - Must have gas stove (?)
 - Washer/dryer

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- Outdoor spaces
 - Animals/dogs etc. needs (i.e. fence?)
 - Farming potential
 - Orchards
 - Gardens, other?

If you are looking for waterfront property, what is most important to you?

- Walkable beach
- Accessible waterfront (perhaps not a beach, but ...)
- Dock/moorage for a boat (if so, how large?)
- Views

Any other special needs or requests?

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