



Building Buyer Confidence One Sale at A Time!

Condominium Buyer Needs, Concerns, and Requirement Assessment

The greater the input of the prospective Condo Buyer, the greater the opportunity to locate the best condominium that meets their individual needs, concerns and requirements.

Once the buyer has responded to the following questions rate them on a scale of 1 to 3, with:

- 1 - being a **FIRM** DEAL BREAKER (*Requirement*),
- 2 - **POSSIBLE** DEAL BREAKER (*Concerns*), and
- 3 - WOULD PREFER, BUT **NOT** A DEAL BREAKER (*Need*)

Location:

Distance to schools?

Distance to public transit?

Walking to work, parks, the river, or playgrounds?

City/Town and quadrant (NW, SW, SE, NE or downtown)?

Concern over Airport Traffic noise?





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Building Style or Type

Apartment – Identify if a high-rise (5 stories or more) / low-rise (often a walk-up)?

Elevator – a must have or optional?

Wood Frame or Concrete structure?

Townhome- typically 2 stories with basement

Villa - typically bungalow with or without a basement

Single Detached Home

Commercial Use – Bay, Office or Retail





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If Commercial Use, what type of business?

How sensitive are you to noise?

Parking:

Townhome / Villa / Single Detached – attached garage

Townhome / Villa / Single Detached – Detached garage

Townhome / Villa / Single Detached – outdoor parking or Carport

Apartment – Underground parking

Apartment – Outdoor or Carport parking





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Require a Plug-in for Electric Vehicle

Secure Storage of a Bicycle - Rate: High, Moderate or flexible

Parking a truck with dual wheels - Rate: High, Moderate or flexible

Parking a vehicle that is a commercial use vehicle, i.e. cube van, etc. -
Rate: High, Moderate or flexible

Secure on-Site Storage of a Boat, Camper, RV, Motorcycle (Note: *these are not allowed in parking stalls in the majority of condos in Alberta*)

Rate: High, Moderate or flexible

Titled Parking: Rate: High, Moderate or Flexible





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Handicapped Parking: Wheelchair Accessible? Need for lift from bed wheelchair? If yes, ceiling mounted?

Rental or Leasing of the Unit:

Long term rental - minimum of one year

Short Term Rental - maximum 6 months

Airbnb - Note: many Bylaws in Alberta restrict short term and Airbnb purpose rentals

Executive Rentals - Note: *many Bylaws in Alberta do not permit short term rentals*

Age Restrictions, Children & Family:

Children and ages, whom will be living in the Unit





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Age Restricted Preferred? - Achieved age 55 plus

Children part-time, weekends, summers

Live-in Care Givers, must comply with the Age restriction of a condo

Number of Adults and the Number of Children who will be living in the Unit

Adults: _____

Children: _____

Security:

Rate your requirement for Security: High, Moderate or flexible

Security Cameras in the corridors





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Security Cameras in the elevators

Security Cameras in the parking areas

Security Cameras in the entrances & lobbies

Lighting in the parking areas

On-site security guard

Concierge Services

Phob style key system for access to building and parking area

Elevators where access to floors is restricted without key card





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No ground floor suites would be considered

Parking near the access to the building is important

Pets:

List pets, including breed, size, and age that you would want to bring into the condo

If not pets, do you plan on getting a pet? What type, age, size of pet

Are you prepared to pay a non refundable deposit to have a pet in the condo?

Only NO PET buildings considered





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Amenities & Miscellaneous

List the amenities that you would like:

Rate them as **Must Have** or **Optional**

- Gym _____
- Social Room, with TV _____
- Swimming Pool (standard or regulation) _____
- Tennis Court _____
- Games Room (types of games – pool, foosball, cards, etc.) _____
- Theater room _____
- Craft Room _____
- Woodworking room _____
- Computer/business centre _____

Access to Recreation facility or Golf Club

Are you prepared to pay an annual fee for access to facilities that are not located in the condo (such as Community Associations, Golf Clubs, etc.)? *Note: these fees are typically including in the condo fee, but not in every case.*

Financial:

Are you prepared to pay the owners contribution toward maintenance of their investment (*commonly referred to as the monthly condominium fees*) if the fees are reasonable, for a condominium that is proactively managed and maintained?





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Do you prefer lower condo fees, and then paying for cash calls when needed?

Are you prepared to hire a condo document review company to provide a report on the risks, including the financial risks of buying the condominium you chose, before releasing your conditions?

Have we Missed Anything?

Please describe and desires, concerns, needs or wants that were not covered in this questionnaire, and identify if they are a category 1 -2 or 3:





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Prospective Buyer Contact Info:

Name(s): _____

Preferred Contact No.(s): _____

Email(s)

First time Condo Buyer _____

What date would you ideally like to take possession? _____

Thank you for completing this Questionnaire.

Realtor Notes:

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Needs: **#3** - *WOULD PREFER, BUT NOT A DEAL BREAKER (Need)*

Concerns: **#2** - *POSSIBLE DEAL BREAKER (Concerns)*

Requirements: **#1** - *being a FIRM DEAL BREAKER (Requirement)*





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