

Vandenberg Buyer Readiness

Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Score	Goal
1 Financially Qualified	You like townhouses and would be interested in seeing them but don't currently have the money needed.			Perhaps you need to sell your apartment before you can buy or sign a contract to buy. You have a plan for how to buy in the future.			You believe you have enough money and are in the process of learning what size, location, condition, and configuration fits			You have the cash and/or mortgage pre-approval.				
2 Motivated to Purchase Promptly, Urgency	You are curious about townhouses but in no rush to buy. You are happy with your current living arrangements.			You would like to buy a townhouse, but aren't convinced the timing is right. You could become motivated if you saw the "perfect" townhouse.			You love townhouses and are sure you want to move forward. However your timing is tempered by your need to find the right fit.			You need to complete the purchase quickly. Examples include relocation or school year transition or 1031 reinvestment.				
3 Serious About Buying a Townhouse Only	You will probably buy a co-op or condo. You are curious about townhouses nevertheless.			Townhouses appeal to you and so do apartments. You could go either way.			You would like to buy a townhouse and consider yourself mostly on board with the idea.			You are committed to buying a townhouse and what it takes to accomplish this.				
4 Spouse and Advisors are Supportive	You are not on the same page with spouse, partner, advisors. It's up to you to figure out and make the case for townhouse living.			You are sure about townhouses, but others in your immediate circle are not convinced.			You and your family all want a townhouse. There are obstacles such as cost, configuration, lifestyle that still give pause.			You are aligned and mutually supportive of one another to purchase a townhouse.				
5 Strategy Meeting with Buyer Specialist	You are a busy New Yorker and the last thing you need is a meeting. "Just show me what's out there. I'll meet at the building."			You want to be effective in your search and you are anxious about how to evaluate a townhouse even if you were to see the "right" one.			You feel you pretty much know the market, but have been unsuccessful so far in your purchase. You believe meeting will			You treat this introductory meeting with the seriousness of going to a doctor or lawyer. This amount of money warrants time and				
6 Loyalty to Townhouse Experts, Trust	You're skeptical. You believe agents just want to make sales. One agent is no better than the next.			You trust that the agent you usually work with will be fully informed by the multiple listing service. You don't need a townhouse expert.			You form relationships with multiple agents and feel that each of them will contact you if an appropriate townhouse comes on			You are a repeat customer. You won't spread yourself thin with a variety of agents who open doors but are not trusted advisors.				
7 Time Commitment Allocated, Organized	You don't want to be bothered generally. Your townhouse search is not a priority time commitment.			You keep track of things in your head mostly. Your search goes hand in hand with the other crazy things life throws at you.			You have a detailed list of everything on the market and your analysis gives you confidence. This is a real pleasure for you.			You are persistent and email your trusted agent. You shift other commitments to make sure this is a top priority.				
8 Emotionally Ready	You're overwhelmed. There are work and family issues that always seem to interfere.			You wish you weren't so frustrated. Sometimes in your better moments you realize that your worries really are temporary.			You feel secure in your finances and emotional well being. You may not need to "better" yourself with the townhouse lifestyle.			You are excited and ready for the chase. You have two feet on the ground and are confident buying a townhouse is the right decision.				
Total Scores														