

## NEED'S ANALYSIS

- ◆ What is your primary reason for purchasing a property in Italy? (For example investment, residence, vacation house or business).
  
- ◆ What areas and surroundings are you looking for? A specific region or place? Sea, sea view, beaches, mountains, vineyards, countryside, nature, city, village..?
  
- ◆ Well known and visited place or authentic Italian? (Are you looking for an authentic place and integrating with only Italians or are you fine with having tourists around you?)
  
- ◆ What are your interests or hobbies? Any interests particularly important to you?  
For example beaches, golf, yachting, sailing, skiing, trekking, gastronomy, oenology, nature, shopping, design, cars, opera...
  
- ◆ Do you have any important demands or needs that we should take into account?  
For example close to big airports, specific flight routes, cities, handicap accessible or similar.
  
- ◆ How often, approximately, and how much time will you use/stay in the property per year?
  
- ◆ How many persons will be there at the same time? In general, at least, at maximum?
  
- ◆ Will you need support in letting your property?

- ◆ What type of property are you looking to purchase? Farmhouse, vineyard, house/villa, townhouse, apartment, studio? How many rooms do you need? How many bedrooms and bathrooms? New built, modern or old? What style of place? Any special requests?
  
- ◆ When would you like to be able to access your property? Would you be ok waiting until your property is built/renovated? Or do you prefer to move in at once?
  
- ◆ What is your budget?
  
- ◆ Do you need a mortgage in Italy?
  
- ◆ When are you available for viewings?
  
- ◆ Are you ready to make a purchase decision if SteiVell finds the right property for you?
  
- ◆ (Time for next meeting?)