

BUYER REQUIREMENTS BRIEF

Prepared by Bayline Realty | Buyer's Agent: Dana Whitfield | Confidential

Client Profile

Clients: Mark & Alicia Henderson (married, two children ages 6 and 9). Relocating within the Bay Area for schools and a shorter commute. Both work; Alicia works from home 3 days/week and needs a dedicated office.

Budget & Financing

Pre-approved to	\$1,200,000 (20% down, conventional)
Target price	At or below \$1,150,000 preferred
Down payment	20% (\$230,000 available)
Max monthly (PITI)	~\$7,200/month comfortable ceiling
Timeline	Close within 60 days; pre-approval letter in hand

Location Preferences

Preferred cities: Santa Clara, Sunnyvale, Cupertino. Commute must be 35 minutes or less to downtown San Jose (Mark's office). Quiet residential street strongly preferred.

Must-Haves (hard requirements)

1. Single-family detached home (no condo or townhouse).
2. 4 bedrooms preferred (3 absolute minimum).
3. 2+ bathrooms.
4. 2-car garage.
5. Assigned elementary school rated 8/10 or higher.
6. Commute $\leq$ 35 minutes to downtown San Jose.
7. HOA dues under \$200/month (no HOA strongly preferred).
8. Move-in ready or light cosmetic work only - no major renovation.

Nice-to-Haves (preferred, not required)

Updated kitchen • dedicated home office • owned solar • cul-de-sac or quiet street • lot 5,000+ sq ft with usable yard • hardwood floors.

Dealbreakers

- Major foundation or structural problems.
- Location on a busy/arterial road.
- Flag lot (no street frontage).
- Designated flood zone.
- HOA over \$200/month.
- Attached housing (condo/townhouse).

Risk Tolerance

Moderate. Willing to take on cosmetic updates (paint, flooring, fixtures) but not structural work or a full kitchen/bath gut. Will consider a competitive bid for the right home but wants to avoid overpaying above appraised/comparable value.