

(804) 577-3584  
[www.virginiastoughton.com](http://www.virginiastoughton.com)  
[coastalva@virginiastoughton.com](mailto:coastalva@virginiastoughton.com)  
 608 Rappahannock Drive, PO Box 44, White Stone, VA 22578



IsaBell K. Horsley Real Estate

### *All About You*

Names of all buyers (As they will be on Title):	Buyer 1: Buyer 2:
Mailing Address:	Buyer 1: Buyer 2:
Contact Numbers:	Buyer 1: Buyer 2:
Email Addresses:	Buyer 1: Buyer 2:
Preferred contact method:	Buyer 1: Buyer 2:

### *All About What You Want*

Are you working with another agent?	
What type of property are you looking for?	
What is your price range?	
What is your timeframe?	
<b>IF SELECTED WATERFRONT:</b>	
Do you prefer...	
What is more important?	
<b>Note</b> on views: Great views may have shallow water; deep water may not have wide views	
What about elevation and flood zones?	
<b>Note</b> on elevation & flood zones: High elevation will have more steps to dock if waterfront & Windmill Point and Mathews areas will be eliminated	
Do you have a boat?	If you will be getting one, what type?
How much water depth do you need?	

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Urbanna ❖ White Stone ❖ Mathews ❖ Deltaville

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### *All About What You Want (Continued)*

#### **IF SELECTED HOME:**

Number of Bedrooms

Number of Bathrooms

Square Foot Range

Style of Home

Acreage

What else is important to you?

Thoughts on Renovations?

Internet?

**Note** on Internet: Not all areas have internet, and it could get costly to add to area if it is not currently available. I can give you contact numbers for local internet providers to gather estimates if needed.

#### **IF SELECTED LAND:**

Amount of acreage you are looking for:

Type of Land:

What else is important to you?

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<i>Are You Ready?</i>	
Do you have a pre-qualification letter?	
No Pre-Qualification Letter?	No worries! I will email you a list of some incredible local lenders. That will take great care of you and the process doesn't take long.
Do not want to get a Pre-Qualification Letter?	I strongly urge you to get one. Many deals do not go through because potential buyers did not get a pre-approval letter. Also, due to COVID, many sellers will not allow buyers to view their homes without a pre-approval letter.
Do you know the area?	<p>If you can – drive around the area and see what interests you. You may want to be around White Stone but fall in love with Heathsville. Tell me what you think.</p> <p>If you can't drive around – check out Google Maps. See where things are and driving distances for places you will visit like restaurants, stores, gas stations, etc.</p>

### *A Few More Things*

- Have your answers ready for our chat and we will go over all the questions & answers. Don't know the answer to a question? No worries! As we talk and I explain the area, we will discover the answers together 😊
- Make sure you download a link to my MLS App from my website [www.virginiastoughton.com](http://www.virginiastoughton.com)  
This gives you access to the listings that I see so we can search and go on this journey together!
- I will be adding you to my Appreciation Program. I will send you helpful information on the area, goodies to show you how much I value you, access to special contests and more! I promise I will not be spammy and you can opt out at any time! No hard feelings at all 😊

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