

# Needs versus Wants

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Being able to discern the difference between a want/desire and a necessity/need is more difficult than you would think. The perspective is different from spouse to spouse. Let us take the case of a living room. As a builder, it is not often that I build or recommend a formal living room. Someone who grew up using and still owns formal living room furniture might see that a needed item. Formal entertaining is different than chips and dips in your stocking feet while sharing an adult libation with your closest friends.

We ask our clients to each take a piece of paper, go to separate areas and create a list of things that they think are priorities for the home we are designing. Couples that think they are on the same page invariably come back with a radically different list of items.

We sit down and walk through each item with them. There is never a right list or wrong list, just different perspectives. It is very important to do this. It will save a lot of emotion later when someone has to stay on budget and decisions get made what to keep and what to leave out. It is better to know what is a priority for each person.

As I keep repeating, none of this is rocket science. The great builder will do all of these things in order to get to know his home owner and their needs and wants. The average builder is only interested in one thing; building the house. We are interested in creating a home for our clients and their families that they will enjoy for generations.