

SELLING YOUR HOME WORKBOOK

TRICIA  TURNER
— GROUP —

FAVORITE FEATURES OF THE HOME

An important part of our marketing strategy is to showcase what you love about your home and neighborhood. The information you provide in this packet will enable us to highlight your home's best features, and tell a story that will help buyers fall in love with the house just as you did.

TOP 3 THINGS YOU LOVE MOST ABOUT YOUR HOME

1

2

3

UNIQUE FEATURES OF YOUR HOME

BEST MEMORIES IN YOUR HOME

FAVORITE SPOT TO HANG OUT IN YOUR HOME AND WHY

ADDITIONAL FEATURES

- | | | | |
|--|--|--|---|
| ☐ Pool | ☐ Hot Tub | ☐ Fenced in Yard | ☐ Sprinkler System |
| ☐ In-Law Suite | ☐ Finished Basement | ☐ Unfinished Basement | |
| ☐ Fireplace | ☐ Security System | ☐ Shed | ☐ Workshop |
| ☐ Solar Panels: | ☐ Owned | ☐ Leased, Expires: | _____ |
| ☐ Other | _____ | | |

INTERIOR RENOVATIONS & UPGRADES

Check off any applicable upgrades to the interior of the house, note what year each one was completed and include a brief description.

UPGRADED?	YEAR	DESCRIPTION & APPROXIMATE COST
☐ Flooring	_____	_____
☐ Paint	_____	_____
☐ Kitchen	_____	_____
☐ Appliances	_____	_____
☐ Water Heater*	_____	_____
☐ A/C* or Heating	_____	_____
☐ Plumbing	_____	_____
☐ Electrical	_____	_____
☐ Master Bath	_____	_____
☐ Other Baths	_____	_____
☐ Windows	_____	_____
☐ Doors	_____	_____
☐ Other	_____	_____
☐ Other	_____	_____

*Age of water heater if it has not been replaced _____

*Age of A/C if it has not been replaced _____

EXTERIOR RENOVATIONS & UPGRADES

Check off any applicable upgrades to the outside of the house, note what year each one was completed and include a brief description.

UPGRADED?	YEAR	DESCRIPTION & APPROXIMATE COST
☐ Roof *	_____	_____
☐ Paint	_____	_____
☐ Garage	_____	_____
☐ Patio/Deck	_____	_____
☐ Landscaping	_____	_____
☐ Sprinklers	_____	_____
☐ Pool	_____	_____
☐ Fencing	_____	_____
☐ Shed	_____	_____
☐ Other	_____	_____
☐ Other	_____	_____

*Age of roof if it has not been replaced _____

HOME REPAIRS THAT HAVE NOT YET BEEN COMPLETED

ROOM DESCRIPTIONS

Room descriptions will help us highlight key attributes and unique features of your home.

KITCHEN _____

LIVING ROOM _____

DINING ROOM _____

MASTER BEDROOM _____

MASTER BATHROOM _____

KIDS ROOMS _____

GUEST BEDROOMS _____

OFFICE _____

GAME ROOM OR BASEMENT _____

OTHER _____

WHAT STAYS & WHAT GOES

In order to be clear about what you would like to take with you when you sell the house, please check off the items that will be included in the sale and which are excluded that you plan on taking with you. Fixtures (anything permanently attached) are not included on the list as it is customary that they stay in the home unless otherwise noted.

ITEM	INCLUDED	EXCLUDED	NEGOTIABLE	N/A
Refrigerator	☐	☐	Yes / No	☐
Washer/Dryer	☐	☐	Yes / No	☐
Dehumidifier	☐	☐	Yes / No	☐
Curtains	☐	☐	Yes / No	☐
Speakers	☐	☐	Yes / No	☐
Cameras	☐	☐	Yes / No	☐
Patio Awning	☐	☐	Yes / No	☐
Yard Decor	☐	☐	Yes / No	☐
_____	☐	☐	Yes / No	☐
_____	☐	☐	Yes / No	☐

VALUABLE FIXTURES INCLUDED IN THE SALE

ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD

INFO FOR THE NEW OWNERS

Help the new owners feel right at home by providing information you would find helpful when you first moved in. Be sure to leave the new owners any warranty paperwork that goes with the house as well.

UTILITY SERVICE PROVIDERS	AVG COST/MONTH
Electric _____	_____
Water _____	_____
Gas _____	_____
Internet _____	_____
Phone _____	_____
Cable _____	_____
Trash/Recycle _____	_____
Security System _____	_____

OTHER HELPFUL INFORMATION

Trash Day _____ Recycle Day _____

Alarm Code _____ Garage Code _____ Pool Code _____

Mailbox # _____ Mail Delivery/Pickup Time of Day _____

Any additional tips or information you would like to give the future owners

COMMUNITY AMENITIES

Wow potential buyers with a list of all the amenities your community has to offer. You can add additional items if they are not on the list.

AMENITIES

- | | | |
|--|---|---|
| ☐ Gated Community | ☐ Security | ☐ Fitness Center |
| ☐ Pool | ☐ Hot Tub | ☐ Playground |
| ☐ Clubhouse | ☐ Community Kitchen | ☐ Movie Room |
| ☐ Picnic Area | ☐ Lake Access | ☐ Dog Park |
| ☐ Walking Path | ☐ Hiking Trails | ☐ Bike Path |
| ☐ Golf Course | ☐ Sports Courts: _____ | |
| ☐ Scheduled Community Activities: _____ | | |
| ☐ Other: _____ | | |

HOME OWNERS ASSOCIATION

Does the neighborhood have a Home Owners Association? ☐ Yes ☐ No

If yes, what is the amount due? \$ _____

Paid ☐ Monthly ☐ Quarterly ☐ Semi-Annually ☐ Annually

HOA Name _____ Phone/Email _____

With gratitude,
Thank you for *trusting* us with
your real estate needs.

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