

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 Patio / Pool
- 2 Open home floor plan
- 3 Plenty of space

UNIQUE FEATURES OF YOUR HOME

Very updated & move in ready

BEST MEMORIES IN YOUR HOME

Making memories w/ family. Laughs by the pool & night swims. Hosting pool parties.

FAVORITE SPOT TO HANG OUT IN YOUR HOME AND WHY

Patio - kids get to play & swim & watch movies

ADDITIONAL FEATURES

- | | | | |
|-----------------------------------------------|-----------------------------------------------------|----------------------------------------------------|------------------------------------------------------|
| <input checked="" type="checkbox"/> Pool | <input checked="" type="checkbox"/> Hot Tub | <input checked="" type="checkbox"/> Fenced in Yard | <input checked="" type="checkbox"/> Sprinkler System |
| <input type="checkbox"/> In-Law Suite | <input type="checkbox"/> Finished Basement | <input type="checkbox"/> Unfinished Basement | |
| <input checked="" type="checkbox"/> Fireplace | <input checked="" type="checkbox"/> Security System | <input type="checkbox"/> Shed | <input type="checkbox"/> Workshop |
| <input type="checkbox"/> Solar Panels: | <input checked="" type="checkbox"/> Owned | <input type="checkbox"/> Leased, Expires: _____ | |
| <input type="checkbox"/> 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
<input checked="" type="checkbox"/> Flooring	<u>2000</u>	<u>Engineered Hardwood 10k</u>
<input checked="" type="checkbox"/> Paint	<u>2022</u>	<u>Inside & outside 13k</u>
<input checked="" type="checkbox"/> Kitchen	<u>2021</u>	<u>Remodel 20k</u>
<input checked="" type="checkbox"/> Appliances	<u>2021</u>	<u>Dishwasher / Fridge / Range 4k</u>
<input type="checkbox"/> Water Heater*	_____	_____
<input checked="" type="checkbox"/> A/C* or Heating	<u>2023</u>	<u>Bottom new unit \$5,500 5 ton</u>
<input type="checkbox"/> Plumbing	_____	_____
<input type="checkbox"/> Electrical	_____	_____
<input type="checkbox"/> Master Bath	_____	_____
<input type="checkbox"/> Other Baths	_____	_____
<input checked="" type="checkbox"/> Windows	<u>2020</u>	<u>All new double pane windows 20yr Warranty 22k</u>
<input type="checkbox"/> Doors	_____	_____
<input checked="" type="checkbox"/> Other	<u>2021</u>	<u>Rod iron inserts on Stairs 15k</u>
<input checked="" type="checkbox"/> Other	<u>2021</u>	<u>All fixtures (light) 3k</u>
	<u>2023</u>	<u>Re Plastered Pool 9k</u>
*Age of water heater if it has not been replaced		<u>9 yrs</u>
*Age of A/C if it has not been replaced		<u>2nd AC 8yrs</u>
	<u>2022</u>	<u>landscape backyard 7k</u>

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
<input type="checkbox"/> Roof *	_____	_____
<input checked="" type="checkbox"/> Paint	<u>2022</u>	<u>6k fresh paint whole house</u>
<input checked="" type="checkbox"/> Garage	<u>2023</u>	<u>Brand new motor and door</u>
<input type="checkbox"/> Patio/Deck	_____	_____
<input checked="" type="checkbox"/> Landscaping	<u>2023</u>	<u>Back yard 7k</u>
<input type="checkbox"/> Sprinklers	_____	_____
<input checked="" type="checkbox"/> Pool	<u>2023</u>	<u>Re Plaster 9k</u>
<input type="checkbox"/> Fencing	_____	_____
<input type="checkbox"/> Shed	_____	_____
<input checked="" type="checkbox"/> Other	_____	<u>ARLO Entire house Camera Security</u>
<input type="checkbox"/> Other	_____	_____

*Age of roof if it has not been replaced 8 yrs

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 Complete Remodel / Quartz Counters / Gas Range
W electric venting hood

LIVING ROOM Fire place Remodel 2022

DINING ROOM _____

MASTER BEDROOM _____

MASTER BATHROOM _____

KIDS ROOMS _____

GUEST BEDROOMS _____

OFFICE _____

GAME ROOM OR BASEMENT Bar & built in fridge

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	<input type="checkbox"/>	<input type="checkbox"/>	<u>Yes</u> / No	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>	<input type="checkbox"/>	<u>Yes</u> / No	<input type="checkbox"/>
Dehumidifier	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Curtains	<input type="checkbox"/>	<input type="checkbox"/>	<u>Yes</u> / No	<input type="checkbox"/>
Speakers	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Cameras	<input type="checkbox"/>	<input type="checkbox"/>	<u>Yes</u> / No	<input type="checkbox"/>
Patio Awning	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Yard Decor	<input type="checkbox"/>	<input type="checkbox"/>	<u>Yes</u> / No	<input type="checkbox"/>
<u>Play set</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
<u>Pool table</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>

VALUABLE FIXTURES INCLUDED IN THE SALE

All current fixtures in place

ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD

Furniture / TV's for sale

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 <u>BKV</u>	<u>\$ 250</u>
Water <u>Harris County 119</u>	<u>\$ 120</u>
Gas <u>Centerpoint</u>	<u>\$ 50</u>
Internet _____	_____
Phone _____	_____
Cable <u>Xfinity</u>	<u>\$ 140</u>
Trash/Recycle _____	_____
Security System <u>ADT</u>	<u>\$ 50</u>

OTHER HELPFUL INFORMATION

Trash Day T-F Recycle Day F
Alarm Code _____ Garage Code _____ Pool Code _____
Mailbox # 13 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

- | | | |
|---------------------------------------------------------------------|-----------------------------------------------|------------------------------------------------|
| <input type="checkbox"/> Gated Community | <input type="checkbox"/> Security | <input type="checkbox"/> Fitness Center |
| <input checked="" type="checkbox"/> Pool | <input type="checkbox"/> Hot Tub | <input checked="" type="checkbox"/> Playground |
| <input checked="" type="checkbox"/> Clubhouse | <input type="checkbox"/> Community Kitchen | <input type="checkbox"/> Movie Room |
| <input checked="" type="checkbox"/> Picnic Area | <input type="checkbox"/> Lake Access | <input type="checkbox"/> Dog Park |
| <input type="checkbox"/> Walking Path | <input type="checkbox"/> Hiking Trails | <input type="checkbox"/> Bike Path |
| <input type="checkbox"/> Golf Course | <input type="checkbox"/> Sports Courts: _____ | |
| <input checked="" type="checkbox"/> Scheduled Community Activities: | <u>Seasonal get togethers</u> | |
| <input type="checkbox"/> Other: | _____ | |

HOME OWNERS ASSOCIATION

Does the neighborhood have a Home Owners Association? Yes No

If yes, what is the amount due? \$ 600

Paid Monthly Quarterly Semi-Annually Annually

HOA Name _____ Phone/Email _____

YOUR NEIGHBORHOOD FAVORITES

Everyone loves getting a local's recommendations!
What are your favorites?

TOP 3 THINGS YOU LOVE MOST ABOUT YOUR NEIGHBORHOOD

- 1 Quiet
- 2 Friendly neighbors
- 3 tons of kids

FAVORITE LOCAL HOT SPOTS

Coffee Shop Scooters Bakery Karma
Brunch _____ Happy Hour Baker st / Mo's Irish pub
Parks Glenloch Gym/Fitness Studio 24 HR
Farmer's Market (when & where) Tomball Saturdays
Restaurants Ricos Mexican
Date Night Perry's Steakhouse / Bleu Oyster bar & Seafood
Brewery &/or Wine Bar Brix Wine cellars
Places to Take the Kids Parks / Handels Ice Cream
Places to Take Out of Town Guests Vintage Park

FAVORITE FRIENDLY NEIGHBORS

Name _____ House # _____ Phone _____
Name _____ House # _____ Phone _____

With gratitude,

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

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— GROUP —

