

SELLING YOUR HOME WORKBOOK

TRICIA  TURNER
— GROUP —

FAVORITE FEATURES

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 20' Ceilings
- 2 Layout
- 3 Outdoor Kitchen

UNIQUE FEATURES OF YOUR HOME

High Ceilings Home gym above garage
Wolf cooktop outdoor shower

BEST MEMORIES IN YOUR HOME

FAVORITE SPOT TO HANG OUT IN YOUR HOME AND WHY

Pool

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
<input type="checkbox"/> Flooring	<u>2017</u>	_____
<input type="checkbox"/> Paint	<u>_____</u>	_____
<input type="checkbox"/> Kitchen	<u>_____</u>	_____
<input type="checkbox"/> Appliances	<u>_____</u>	_____
<input type="checkbox"/> Water Heater*	<u>_____</u>	_____
<input type="checkbox"/> A/C* or Heating	<u>_____</u>	_____
<input type="checkbox"/> Plumbing	<u>_____</u>	_____
<input type="checkbox"/> Electrical	<u>_____</u>	_____
<input type="checkbox"/> Master Bath	<u>_____</u>	_____
<input type="checkbox"/> Other Baths	<u>_____</u>	_____
<input type="checkbox"/> Windows	<u>_____</u>	_____
<input type="checkbox"/> Doors	<u>_____</u>	_____
<input checked="" type="checkbox"/> Other	<u>walls</u>	<u>are built w/ 2x4</u>
<input type="checkbox"/> Other	<u>_____</u>	_____

*Age of water heater if it has not been replaced 2017

*Age of A/C if it has not been replaced 2017

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*	<u>2017</u>	_____
<input type="checkbox"/> Paint	<u>11</u>	_____
<input type="checkbox"/> Garage	<u>11</u>	_____
<input type="checkbox"/> Patio/Deck	<u>11</u>	_____
<input type="checkbox"/> Landscaping	<u>11</u>	_____
<input type="checkbox"/> Sprinklers	<u>11</u>	_____
<input type="checkbox"/> Pool	<u>11</u>	_____
<input type="checkbox"/> Fencing	<u>11</u>	_____
<input type="checkbox"/> Shed	<u>NA</u>	_____
<input type="checkbox"/> Other	_____	_____
<input type="checkbox"/> Other	_____	_____

*Age of roof if it has not been replaced 2017

HOME REPAIRS THAT HAVE NOT YET BEEN COMPLETED

NA

ROOM DESCRIPTIONS

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

KITCHEN Farmhouse sink, w/ cook-top,
tons of cabinets

LIVING ROOM _____

DINING ROOM large, can accommodate sitting for 12+

MASTER BEDROOM lots of natural light

MASTER BATHROOM _____

KIDS ROOMS every bedroom has its own
bath

GUEST BEDROOMS Second master

OFFICE in front of house

GAME ROOM OR BASEMENT N/A

OTHER _____

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 checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Washer/Dryer	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Dehumidifier	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input checked="" type="checkbox"/>
Curtains	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Speakers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Cameras	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Patio Awning	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input checked="" type="checkbox"/>
Yard Decor	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Yes / No	<input type="checkbox"/>
<u>TV inside</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
<u>TV outside</u>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>

VALUABLE FIXTURES INCLUDED IN THE SALE

Chandeliers
TVs inside & out

ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD

Safe neighborhood
Great neighbors

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>Reliant</u>	<u>\$500⁰⁰</u>
Water <u>City of Houston</u>	<u>\$200⁰⁰</u>
Gas <u>Center Point</u>	<u>\$200⁰⁰</u>
Internet <u>Comcast</u>	<u>\$320⁰⁰</u>
Phone _____	_____
Cable <u>Included w/ internet</u>	_____
Trash/Recycle _____	_____
Security System <u>Included w/ internet</u>	_____

OTHER HELPFUL INFORMATION

Trash Day Thursday Recycle Day Thursday
Alarm Code NA Garage Code NA Pool Code NA
Mailbox # _____ Mail Delivery/Pickup Time of Day _____

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

With gratitude,

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

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