



# 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 The location: kid friendly cul-de-sac, large back yard, great neighbors
- 2 The pool
- 3 The spiral staircase

## UNIQUE FEATURES OF YOUR HOME

large lot with a pool, spiral staircase

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## BEST MEMORIES IN YOUR HOME

every day in it is a best memory!

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## FAVORITE SPOT TO HANG OUT IN YOUR HOME AND WHY

pool

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## 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
<input checked="" type="checkbox"/>	2024	Paint \$6000
<input type="checkbox"/>		Kitchen
<input type="checkbox"/>		Appliances
<input type="checkbox"/>		Water Heater*
<input type="checkbox"/>		A/C* or Heating
<input type="checkbox"/>		Plumbing
<input type="checkbox"/>		Electrical
<input type="checkbox"/>		Master Bath
<input type="checkbox"/>		Other Baths
<input type="checkbox"/>		Windows
<input type="checkbox"/>		Doors
<input type="checkbox"/>		Other
<input type="checkbox"/>		Other

\*Age of water heater if it has not been replaced 11

\*Age of A/C if it has not been replaced 11

# 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 type="checkbox"/> Paint	_____	_____
<input type="checkbox"/> Garage	_____	_____
<input checked="" type="checkbox"/> Patio/Deck	<b>2016</b>	put in a deck and pool, \$65,000 for pool and deck
<input type="checkbox"/> Landscaping	_____	_____
<input type="checkbox"/> Sprinklers	_____	_____
<input checked="" type="checkbox"/> Pool	<b>2016</b>	put in a deck and pool, \$65,000 for pool and deck
<input checked="" type="checkbox"/> Fencing	<b>2024</b>	<b>\$1500, replaced back fence</b>
<input type="checkbox"/> Shed	_____	_____
<input type="checkbox"/> Other	_____	_____
<input type="checkbox"/> Other	_____	_____

\*Age of roof if it has not been replaced 11

HOME REPAIRS THAT HAVE NOT YET BEEN COMPLETED

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# ROOM DESCRIPTIONS

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

KITCHEN granite countertops, stainless steel modern appliance

LIVING ROOM vaulted ceilings, fireplace, view of pool, floor to ceiling curtains, tile

DINING ROOM tile floor connected to kitchen

MASTER BEDROOM view of pool

MASTER BATHROOM tiled and shower and large tub

KIDS ROOMS direct access to bathroom

GUEST BEDROOMS in law suite with private bath

OFFICE tiled office

GAME ROOM OR BASEMENT media room

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"/>	<input checked="" type="checkbox"/> Yes / No	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> Yes / No	<input type="checkbox"/>
Dehumidifier	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Curtains	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/> Yes / No	<input type="checkbox"/>
Speakers	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Cameras	<input type="checkbox"/>	<input type="checkbox"/>	Yes / 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"/>	Yes / No	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
_____	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>

VALUABLE FIXTURES INCLUDED IN THE SALE

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ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD  
all furniture is negotiable to include

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# 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

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Gated Community                       | <input checked="" type="checkbox"/> Security             | <input checked="" type="checkbox"/> Fitness Center |
| <input checked="" type="checkbox"/> Pool                       | <input checked="" 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 checked="" type="checkbox"/> Dog Park       |
| <input checked="" type="checkbox"/> Walking Path               | <input checked="" type="checkbox"/> Hiking Trails        | <input checked="" type="checkbox"/> Bike Path      |
| <input checked="" type="checkbox"/> Golf Course                | <input checked="" type="checkbox"/> Sports Courts: _____ |  |
| <input type="checkbox"/> Scheduled Community Activities: _____ |  |  |
| <input type="checkbox"/> Other: _____                          |  |  |

## HOME OWNERS ASSOCIATION

Does the neighborhood have a Home Owners Association?  Yes  No

If yes, what is the amount due? \$ 1190

Paid  Monthly  Quarterly  Semi-Annually  Annually

HOA Name Fall Creek Homeowners Association 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
- 2
- 3

## FAVORITE LOCAL HOT SPOTS

Coffee Shop \_\_\_\_\_ Bakery \_\_\_\_\_

Brunch \_\_\_\_\_ Happy Hour \_\_\_\_\_

Parks \_\_\_\_\_ Gym/Fitness Studio \_\_\_\_\_

Farmer's Market (when & where) \_\_\_\_\_

Restaurants \_\_\_\_\_

Date Night \_\_\_\_\_

Brewery &/or Wine Bar \_\_\_\_\_

Places to Take the Kids \_\_\_\_\_

Places to Take Out of Town Guests \_\_\_\_\_

## 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 —