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# 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 open layout
- 2 outdoor space
- 3 overall style of the home

## UNIQUE FEATURES OF YOUR HOME

the custom pool, outdoor space, and landscape design

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## BEST MEMORIES IN YOUR HOME

relaxing poolside

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

outdoor area very relaxing with enjoyable with the large pool

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## 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 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 type="checkbox"/>		Flooring
<input type="checkbox"/>		Paint
<input checked="" type="checkbox"/>	2023	Kitchen new tongue and groove ceiling, back splash, lighting, and quartz waterfall island 15k
<input type="checkbox"/>		Appliances
<input type="checkbox"/>		Water Heater*
<input checked="" type="checkbox"/>	2023	A/C* or Heating replaced two of three units 15k
<input type="checkbox"/>		Plumbing
<input type="checkbox"/>		Electrical
<input type="checkbox"/>		Master Bath
<input checked="" type="checkbox"/>	2022	Other Baths upgraded with decorative wall tiles 3k
<input type="checkbox"/>		Windows
<input type="checkbox"/>		Doors
<input checked="" type="checkbox"/>	2022	Other custom lighting throughout the home 3k
<input checked="" type="checkbox"/>	2022	Other upgraded stone accent walls and laundry room 4k

\*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
<input type="checkbox"/> Roof *	_____	_____
<input type="checkbox"/> Paint	_____	_____
<input type="checkbox"/> Garage	_____	_____
<input checked="" type="checkbox"/> Patio/Deck	2022	outdoor patio improvements with fireplace, turf, custom planters, and lighting 25k
<input checked="" type="checkbox"/> Landscaping	2021	new landscape throughout property 30k
<input checked="" type="checkbox"/> Sprinklers	2021	updated with new layout 2k
<input checked="" type="checkbox"/> Pool	2021	design & built new pool with hardscape and retaining wall 200k
<input checked="" type="checkbox"/> Fencing	2021	new fence 10k
<input type="checkbox"/> Shed	_____	_____
<input type="checkbox"/> Other	_____	_____
<input type="checkbox"/> Other	_____	_____

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

## HOME REPAIRS THAT HAVE NOT YET BEEN COMPLETED

nothing everything is operating as normal

# ROOM DESCRIPTIONS

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

KITCHEN new island, lighting, backsplash

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LIVING ROOM stone fireplace

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DINING ROOM \_\_\_\_\_

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MASTER BEDROOM \_\_\_\_\_

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MASTER BATHROOM \_\_\_\_\_

---

KIDS ROOMS \_\_\_\_\_

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GUEST BEDROOMS \_\_\_\_\_

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OFFICE \_\_\_\_\_

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GAME ROOM OR BASEMENT \_\_\_\_\_

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OTHER \_\_\_\_\_

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# 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 checked="" type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Washer/Dryer	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Yes / No	<input type="checkbox"/>
Dehumidifier	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input checked="" type="checkbox"/>
Curtains	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input checked="" 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 type="checkbox"/>	Yes / No	<input checked="" 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

all lighting is staying

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ANY OTHER INFORMATION THAT YOU WOULD LIKE TO ADD

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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 <u>TriEagle</u>	_____
Water <u>City of Fulshear</u>	_____
Gas <u>Centerpoint</u>	_____
Internet <u>xfinity</u>	_____
Phone _____	_____
Cable <u>xfinity</u>	_____
Trash/Recycle <u>City of Fulshear</u>	_____
Security System <u>xfinity</u>	_____

## OTHER HELPFUL INFORMATION

Trash Day Wednesday      Recycle Day Wednesday  
Alarm Code \_\_\_\_\_      Garage Code \_\_\_\_\_      Pool Code \_\_\_\_\_  
Mailbox # 1      Mail Delivery/Pickup Time of Day good luck

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 checked="" 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 checked="" type="checkbox"/> Walking Path               | <input checked="" type="checkbox"/> Hiking Trails | <input checked="" type="checkbox"/> Bike Path      |
| <input type="checkbox"/> Golf Course                           | <input 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? \$ 1300

Paid  Monthly  Quarterly  Semi-Annually  Annually

HOA Name LEAD 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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