

# 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 Spacious open floor plan
- 2 closet and storage space
- 3 patio and balcony, garage

## UNIQUE FEATURES OF YOUR HOME

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## BEST MEMORIES IN YOUR HOME

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

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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 type="checkbox"/> Paint	_____	_____
<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 \_\_\_\_\_

\*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 checked="" type="checkbox"/> Paint	2022	exterior was repainted
<input type="checkbox"/> Garage	_____	_____
<input type="checkbox"/> Patio/Deck	_____	_____
<input type="checkbox"/> Landscaping	_____	_____
<input type="checkbox"/> Sprinklers	_____	_____
<input type="checkbox"/> Pool	_____	_____
<input type="checkbox"/> Fencing	_____	_____
<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

\_\_\_\_\_  
\_\_\_\_\_

# ROOM DESCRIPTIONS

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

KITCHEN lots of storage with french decor/finish. Huge counter top

LIVING ROOM Well lit double ceiling and tinted.

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

MASTER BEDROOM all wooden floor spacious bathroom

MASTER BATHROOM large bathroom with his and her closet. Back splash and flooring matched with beautiful tiles

KIDS ROOMS walk in closet in all bedrooms

GUEST BEDROOMS walk in closet and comes with bathroom

OFFICE set in its own space and overlooking the front

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	<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 type="checkbox"/>
Curtains	<input type="checkbox"/>	<input type="checkbox"/>	Yes / No	<input type="checkbox"/>
Speakers	<input 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 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

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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>gexa</u>	_____
Water <u>cinco mud</u>	_____
Gas <u>center point</u>	_____
Internet _____	_____
Phone _____	_____
Cable _____	_____
Trash/Recycle <u>cinco mud</u>	_____
Security System _____	_____

## OTHER HELPFUL INFORMATION

Trash Day tuesday/friday      Recycle Day tuesday  
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 type="checkbox"/> Security             | <input type="checkbox"/> Fitness Center |
| <input type="checkbox"/> Pool                                  | <input type="checkbox"/> Hot Tub              | <input type="checkbox"/> Playground     |
| <input type="checkbox"/> Clubhouse                             | <input type="checkbox"/> Community Kitchen    | <input type="checkbox"/> Movie Room     |
| <input 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 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? \$ 1100

Paid  Monthly  Quarterly  Semi-Annually  Annually

HOA Name cinco ranch 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 with just few homes
- 2 well connected to local roads and highways
- 3 proximity to walking trails

## 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 —

