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The Ultimate Home Sellers Package!

Let's get your home ready to sell!

Welcome to Key To Your Home Realty. Our team of experts is dedicated to making your home selling experience seamless and stress-free.



Why Is My **Home** Special?

We know you've cherished your time in this home and appreciate its many wonderful features. To help us effectively market your home to the right buyers, please take a moment to highlight your home's most appealing aspects.

Please provide details below!

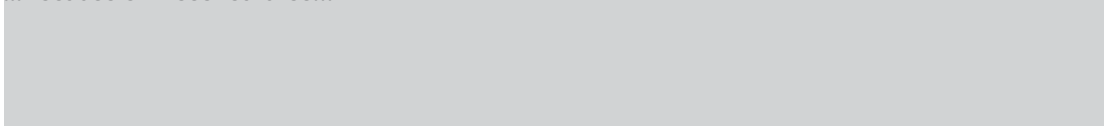
Home features we have really enjoyed...



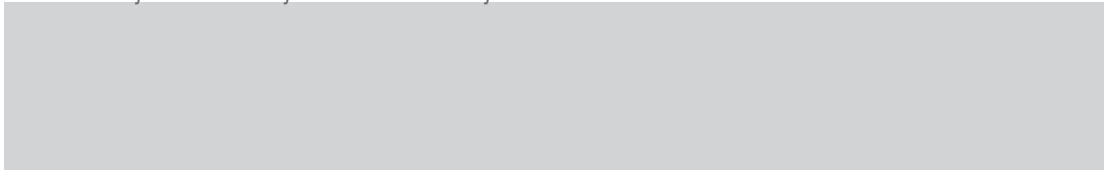
The type of person I think would love my home the most is...



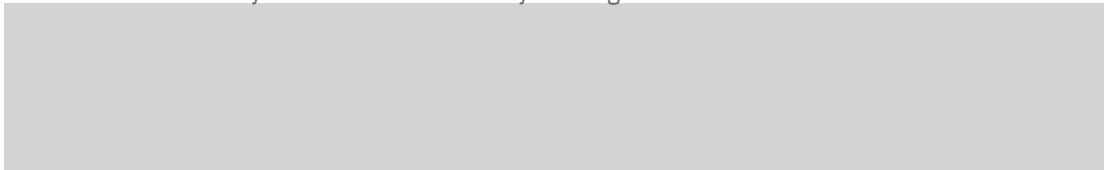
...Because of these features...



How would you describe your home to a buyer?



What are the features you like the most about your neighborhood or area?

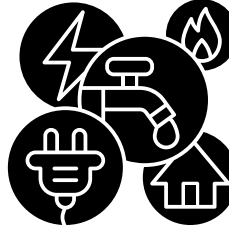


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My Home Upgrades!

To ensure we price your home accurately, please provide a list of any significant improvements or upgrades you've made. This information will help us highlight the value you've added to the property and attract potential buyers.

Please include the following details for each improvement:



INTERIOR OF THE HOME:

UPGRADES:	DATE:	COST:
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		
7. _____		
8. _____		
9. _____		
10. _____		
11. _____		
12. _____		

EXTERIOR OF THE HOME:

UPGRADES:	DATE:	COST:
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		
7. _____		
8. _____		
9. _____		
10. _____		
11. _____		
12. _____		

YARD AND LANDSCAPING:

UPGRADES:	DATE:	COST:
1. _____		
2. _____		
3. _____		
4. _____		
5. _____		
6. _____		

ADDITIONAL BLDGS, SHEDS, ETC.:

UPGRADES:	DATE:	COST:
1. _____		
2. _____		
3. _____		
4. _____		

Total Approximate
Cost of Upgrades

\$ _____

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Let's Increase Your Homes MARKETABILITY!

To ensure we price your home accurately, please provide a list of any significant improvements or upgrades you've made. This information will help us highlight the value you've added to the property and attract potential buyers.

Please include the following details for each improvement:

Description of Improvement: (e.g., new kitchen appliances, renovated bathroom, added a deck)

Approximate Cost: The estimated amount you spent on the improvement.

Estimated Value Added: Your assessment of the increased value the improvement brings to the home.

Thank you for your cooperation!

If you had the chance to stay in your home for another five years, are there any improvements or renovations you'd like to make?

AVERAGE MONTHLY UTILITIES

Water & Sewer: \$ _____

Electric: \$ _____

Gas: \$ _____

Phone/Internet/Cable: \$ _____

Waste Pickup: \$ _____

Total \$ _____

MAINTENANCE CONTRACTS

Landscaping: \$ _____

(terms) _____

Pest Control: \$ _____

(terms) _____

Alarm/Security: \$ _____

(terms) _____

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Now let's determine a timeline for selling your home!

Selling your home can be a stressful process, especially when timing is crucial. To ensure a smooth and timely transaction, let's create a realistic timeline.

*First, let's identify your desired move-out date. This will serve as our target closing date.

*Next, we'll work backward to determine the optimal listing date. By carefully considering factors like market conditions, seasonal trends, and potential buyer interest, we can estimate how long it may take to secure an offer and complete the closing process.



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Is Your Home Ready?

Our goal is to showcase your home's best features and attract qualified buyers. To achieve this, we'll work together to create a clean, inviting space that highlights your home's potential. Here's a checklist to help you prepare:

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- Declutter and Depersonalize: Remove excess clutter and personal items to create a neutral space.
- Deep Clean: A thorough cleaning, inside and out, can make a significant difference.
- Minor Repairs: Address any minor repairs, such as leaky faucets or broken light switches.
- Curb Appeal: Enhance your home's exterior with landscaping, a fresh coat of paint, or a clean driveway. *
- Staging: Consider professional staging to showcase your home's best features. By following these tips, we can work together to achieve a successful sale.



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Your TOP Home Improvements!

Tips for Preparing Your Home for Sale:

- **Lighten Up:** Brighten your home with high-intensity bulbs and clean light fixtures.
- **Deep Clean:** A spotless home is more appealing. Pay close attention to windows, countertops, appliances, bathrooms, and floors.
- **Freshen Up:** Clean curtains, blinds, and carpets to create a fresh and inviting atmosphere.
- **Maximize Space:** Declutter and rearrange furniture to make rooms appear larger.
- **Neutralize Your Decor:** Choose neutral paint colors to appeal to a wider range of buyers.
- **Organize Storage Spaces:** Tidy up closets, cabinets, and storage areas to showcase ample storage.
- **Address Minor Repairs:** Fix small issues like loose handles, leaky faucets, and damaged caulking.
- By following these tips, you can make your home more attractive to potential buyers and increase your chances of a quick sale.



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Pre-Photoshoot Checklist: A Room-by-Room Guide

Interior Preparation

Living Areas:

- Remove clutter and personal items.
- Arrange furniture to maximize space.
- Ensure all electronics are turned off and cords are hidden.
- Clean windows and dust surfaces.

Kitchen:

- Clear countertops of appliances and utensils.
- Clean appliances, including the oven and refrigerator.
- Remove dish racks, dish towels, and cleaning supplies.
- Set a simple table setting to add warmth.

Bedrooms:

- Make beds and ensure linens are neat.
- Remove personal items like toiletries and clothing.
- Declutter nightstands and dressers.

Bathrooms:

- Clean mirrors, countertops, and fixtures.
- Remove toiletries and personal items.
- Ensure towels are neatly folded and coordinated.
- Close toilet lids.

Exterior Preparation

Lawn and Garden:

- Mow the lawn and trim hedges.
- Weed garden beds and remove debris.
- Water the lawn if needed.

Outdoor Spaces:

- Clean patio furniture and remove any clutter.
- Tidy up pool areas, removing pool toys and cleaning the pool surface.

Curb Appeal:

- Sweep the driveway and walkway.
- Remove any trash or debris.
- Consider adding potted plants or flowers to enhance the curb appeal.

By following these tips, you can ensure that your home looks its best for potential buyers.

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HOME SHOWING TIPS & GUIDELINES

Welcome to [Your Home Address]

- Thank you for your interest in our home. We've prepared a "Home Feature Sheet" and a "Home Book" to provide you with more information about the property. Please feel free to take a look.
- To ensure your comfort, we've stepped out for a short while. Please take your time and enjoy the tour. If you have any questions, please contact your real estate agent.

Thank you for your interest!

Additional Tips for Showings:

Curb Appeal:

- Mow the lawn, trim hedges, and weed the garden.
- Sweep the driveway and walkway.
- Consider adding a fresh coat of paint to your front door.

Declutter and Depersonalize:

- Remove personal items like family photos and collections.
- Clear countertops and organize closets.
- Create a minimalist aesthetic to appeal to a wider range of buyers.

Clean Thoroughly:

- Clean all surfaces, including floors, windows, and appliances.
- Freshen up the air with air fresheners or scented candles.

Lighting:

- Open curtains and blinds to let in natural light.
- Turn on all lights, including lamps and overhead lights.

Pets:

- Remove pets from the home during showings to avoid distractions and potential allergies.

By following these tips, you can create a welcoming and inviting atmosphere that will help your home sell quickly.



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Pre-inspection/vacant utilities CHECKLIST!

Pre-Inspection Checklist

To ensure a smooth inspection process, please verify the following:

Utilities:

Water: Ensure the main water valve is turned on and that water is flowing to all fixtures.

Gas: Confirm that the gas supply is turned on and that appliances like the furnace and water heater are functioning properly.

Electricity: Verify that all breakers are on and that lights and outlets are working.

HVAC Systems:

Heating: If the outside temperature is above 65 degrees Fahrenheit, turn on the heating system and set it to a comfortable temperature.

Cooling: If the outside temperature is below 65 degrees Fahrenheit, turn off the air conditioning system.

Additional Tips:

Vacant Properties: If your home is vacant, consider having the utilities turned on temporarily to facilitate the inspection.

Accessibility: Ensure that the inspector can easily access all areas of the home, including basements, attics, and outdoor spaces.

Communication: Be available to answer any questions the inspector may have.

By addressing these items beforehand, you can help ensure a successful inspection and avoid potential delays.



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Pre-inspection continued!

Exterior Inspection Checklist

Foundation and Structure:

- * Foundation walls are straight and level, with no visible cracks or damage.
 - * Framing is sound, with no signs of rot or insect damage.
 - * Exterior walls are free of cracks, gaps, and water damage.

Roofing:

- * Shingles are secure and in good condition.
- * Flashing around chimneys, vents, and skylights is intact and sealed.
- * Gutters and downspouts are clean and functioning properly.

Exterior Surfaces:

- * Siding is free of damage, rot, and peeling paint.
- * Windows and doors are properly sealed and operate smoothly.
- * Decks, porches, and patios are structurally sound and free of decay.

Landscaping and Drainage:

- * Landscaping is well-maintained, with healthy plants and trees.
- * Grading slopes away from the foundation to prevent water damage.
- * Drainage systems, such as gutters and downspouts, are functioning properly.

Additional Considerations:

- *Termite Damage: Check for signs of termite infestation, such as mud tubes or damaged wood.
- *Water Damage: Look for water stains on ceilings, walls, or floors.
- *Electrical and Plumbing: Note any visible issues with electrical wiring or plumbing fixtures.

By thoroughly inspecting these areas, you can identify potential problems and make informed decisions about your home purchase.

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Calculate Your Net PROCEEDS

Understanding Your Net Proceeds. Your net proceeds from selling your home are the amount of money you'll receive after all expenses are paid. These expenses can include: Real estate agent commissions Closing costs (title insurance, attorney fees, etc.) Property taxes Mortgage payoff I can help you estimate these costs and provide a clear picture of your potential net proceeds.

The Seller will receive:	The Seller pays:
<ul style="list-style-type: none"> • Utility deposits held by gas, electric, cable, telephone and other companies • Prorated portion of pre-paid property taxes • Prorated mortgage interest from payments made during the current month • Fuel rebate for oil or propane remaining in storage tank • Net proceeds after seller's share of expenses is paid 	<ul style="list-style-type: none"> • Brokerage commission • Document preparation fees • Recording and notary fees • Title search and title insurance (paid by either the seller or the buyer) • Local transfer taxes, if any • State taxes, if any • Repairs or inspections seller has agreed to pay for

Total existing home	\$
mortgages/loans	\$
Other liens	\$
State	\$
excise tax	\$
Loan discount	\$
Escrow	\$
Brokerage/service fees	\$
Proration	\$
of interest	\$
Recording	\$
Inspections	\$
(pest, roof, septic, etc.)	\$
Miscellaneous	\$
Total estimated	\$
disbursements	\$
Sale price of home	\$
Estimated disbursements	\$
Estimated net proceeds!	