

# SELLING WITH

Talk To *Dani*  
Robinson  
REALTOR®/BROKER/SRES



F.C. Tucker Company

*Gratefully serving all YOUR real estate needs.*

100 Lakeview Drive | Noblesville IN 46060 | 317.407.6969  
dani.robinson@talktotucker.com | talktotucker.com/dani.robinson



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## Full-Service Excellence

Going beyond your expectations before, during and after the transaction to deliver an extraordinary experience.



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*Let's Talk™*



# SELLING WITH

Talk To *Dani* Robinson  
REALTOR®/BROKER/SRES

## My Promise

It is my business to work with you to find the perfect home. When you choose me as your REALTOR®, I promise the following:

- To communicate with you as much as needed.
- To communicate with you as you prefer: Phone call, email or text.
- To utilize the best tools available to find your new home.
- To work with selling agents in a friendly manner to create the best negotiation, getting you the best possible deal.
- To be a source of information for you.
- To always look out for your best interests as my client.
- To always be fair and honest with you.
- It is my pleasure to work for you and it would be my honor to represent you in the purchase of your new home.



Scan here to  
view Dani's  
current listings.



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*Let's Talk™*



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## Home Selling 101

1

Work With a  
**LISTING  
AGENT.**

2

**Decide When to Sell**  
Consider work, school  
schedules, and other  
key factors.

3

**Set the Best Price**  
Use Comparative  
Market Analysis  
to determine the price.

4

**Prepare Your  
Home for Sale**  
Make any necessary and  
essential repairs and  
updates, declutter, etc.

5

**List Your Home**  
Create an eye-catching  
property listing prior  
to private showings  
and open houses.

6

**Market Your Home**  
Use staging, photos,  
videos, online and  
traditional marketing  
to attract buyers.

7

**Review Offers**  
Assess the pros and  
cons of the offers  
and negotiate for the  
best terms.

8

**Close the Sale**  
Sign paperwork, close  
the deal and receive  
your funds.



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## As Your Listing Agent,

here are some of the most important tasks I'll handle for you.

Conduct a  
Comparative  
Market  
Analysis.

Competitively  
price your  
home to sell.

Create a  
complete  
home  
marketing  
plan.

Coordinate  
**SHOWING  
TIMES.**

Negotiate  
all offers  
per your  
instructions.

Provide  
complete  
transaction  
management.

Keep you  
informed  
every step  
of the way.

## Some of my other tasks...

- ✓ Research MLS sales activity.
- ✓ Research Days on Market for similar properties.
- ✓ Complete curb appeal assessment.
- ✓ Discuss how qualified buyers will be vetted.
- ✓ Explain brokerage's role in the transaction.
- ✓ Measure total square footage.
- ✓ Compile list of completed repairs and items to be maintained.
- ✓ Order your For Sale signs.
- ✓ Assess interior decor and suggest changes.
- ✓ Discuss print/online ads.
- ✓ Design property marketing flyers.
- ✓ Create buyer feedback report.
- ✓ Review MLS regularly to ensure property remains competitive.
- ✓ Notify my referral network (including international relocation network) about listing.
- ✓ Provide weekly progress reports and share feedback to determine if any changes are needed.
- ✓ Create a net sheet to evaluate offers.
- ✓ Explain each offer's pros and cons.
- ✓ Establish a timeline for loan approval and closing.
- ✓ If needed, order and supervise inspections including lead paint, asbestos, termite, mold/mould and sewer systems.
- ✓ Confirm verifications of deposit.
- ✓ Verify with buyer's agent that loan processing is on track.
- ✓ Help resolve any issues with buyer after the sale.
- ✓ Stay in touch with you after the sale with relevant information regarding real estate and other interesting topics.
- ✓ ...and many more!



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## Historical Real Estate **Offers of Compensation** (Previously)



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## Post-Settlement Real Estate **Offers of Compensation**



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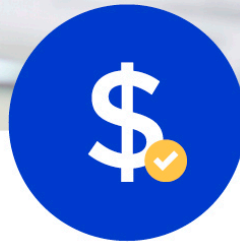
## What a **Buyer's Agent** Does



Brings a bigger pool of stronger buyers.



Reduces the number of those "just looking."



Encourages the buyer to make a fair and strong offer.



Helps expedite the entire process ensuring the deal doesn't fall through and closes on time.



Recommends professionals (mortgage lenders, title, insurance, etc.) to ensure a smooth closing.



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## Price it Right

The only reason a home does not sell is price.

Since you will generally have the most showing activity during the first 30 to 45 days, it's important to be priced competitively. Prospective purchasers do comparison shopping and are aware of the value of available homes. If potential buyers feel the price is too high, they'll move on to the next one. Price can overcome objections to location and condition.

Using the most current data available I will complete a detailed market analysis for your home. I will consider the current market and competition as well as recently pended and sold properties. This is all done so that you can make an informed decision when pricing your home. Where your home eventually sells depends on many factors. We may have to consider pricing adjustments along the way to finding the right buyer for your home.



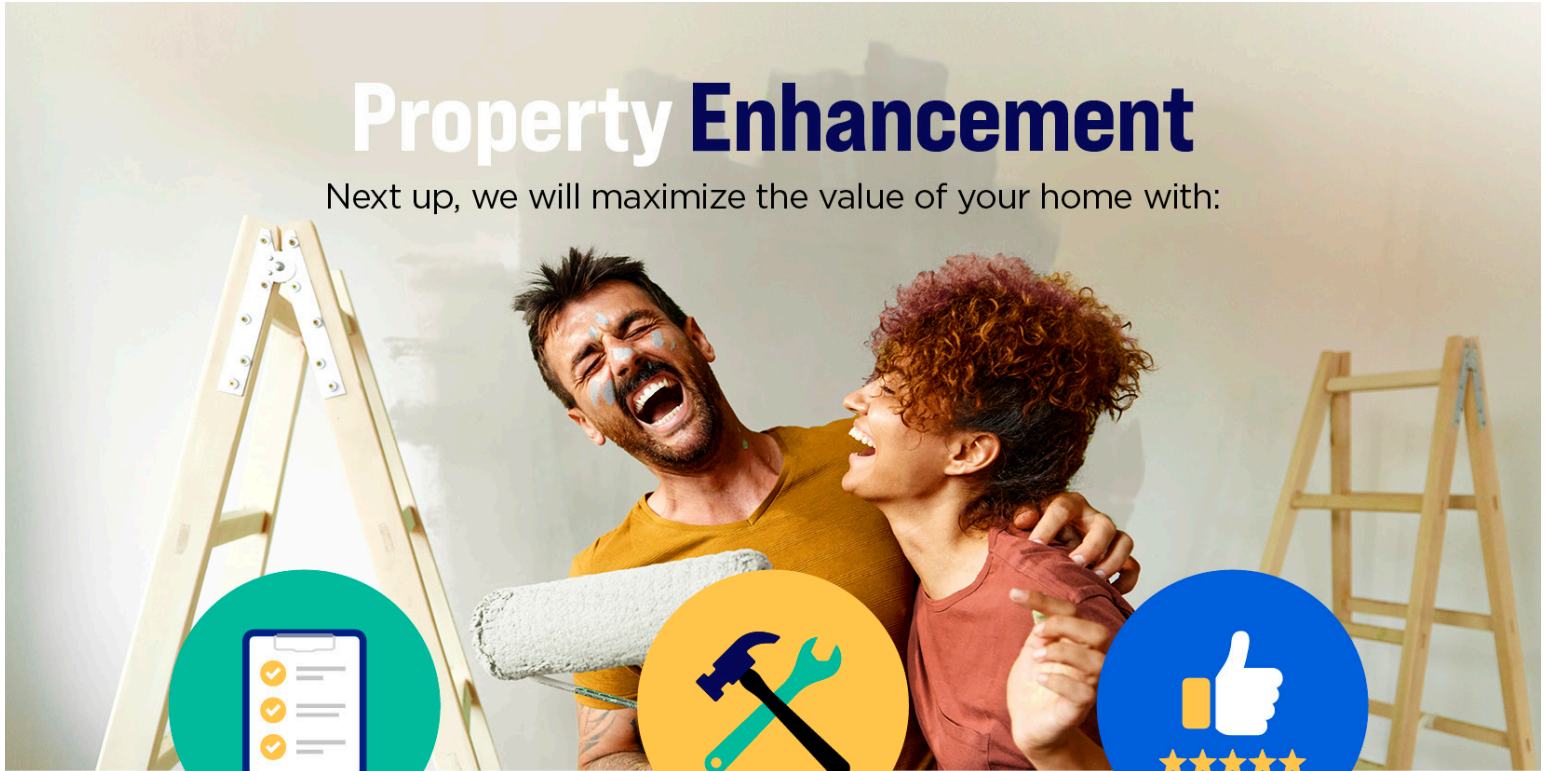
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## Property Enhancement

Next up, we will maximize the value of your home with:



### Property Enhancement Checklist

— small tasks to get your home in top shape. Examples include painting the living room, repairing the back gate or power washing the siding.

Recommendations for minor and essential repairs, as well as improvements, to **help sell your property for the highest price possible.**

**Access to a list** of the most reliable and dependable home improvement professionals in the marketplace.



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## Working together to make your home more valuable

### Start with your lawn

*It's the first thing that prospective buyers see.*

Is the lawn trimmed and edged?

Are flower beds clear of leaves, weeds & grass?

Is appeal of the house enhanced by adequate flowers and bark chips?

Are light posts, gas grills, outdoor lights, mailboxes, fences or basketball hoops in good condition?

Are children's objects removed, such as old swing sets, sandboxes, etc.?

Have any imperfections to lawn such as bare spots, big holes, ruts, weeds or crabgrass been removed or repaired?

Does the lawn have an overall manicured look?

If it is winter, have snow and ice been removed from driveway, sidewalks and steps?

### Your front door welcomes the prospect

*A door decoration adds a warm, inviting touch.*

Is the door clean? Does it need a coat of paint?

Are light fixtures, door knockers and doorknobs in good condition?

Does the door bell work?

Are storm doors clean and in good condition?

Is the front step/porch in good repair?

### Decorating helps assure top dollar and a quick sale

*A little Liquid Gold does wonders for scratched and dry-looking wood.*

Are walls clean?

Has wallpaper been removed and walls painted?

Are all nail and molly holes filled?

Are there any cork/mirror tiles, shelves, metal brackets, plant brackets, stickers, murals or makeshift cabinets that should be removed?

Should the ceiling be textured to cover flaws?

Are switchplates clean?

### Clean windows show the bright side of your home

*Let the prospective buyers see how cheerful your home can be.*

Have curtains and draperies been opened to highlight walls and ceilings?

Will window coverings appeal to the general public?

Do sheers cover all windows facing the street?

### A clean kitchen is a must

*Many buyers judge the housekeeping by the oven and stove.*

Is the interior of the oven, stove and dishwasher stain free?

Have the cabinets been cleared of all but essential items?

Are the countertops clean and clear of clutter?

Is the Formica stained? (Baking soda removes stains without marring the finish.)

### Sparkling bathrooms help sell your home

*Spick and span throughout is the way to judge the bathrooms.*

Are shower doors, ceramic tile and grouting clean and free of soap film?

Are fixtures polished and free of water marks?

Have appliques in the tub been removed?

Is lighting adequate?

Does toilet seat need to be replaced?

Is exhaust fan working? Is it quiet?

Is there a window available? Open it and let the fresh air in.

### Avoid cluttered appearances

*Perhaps now is the time to plan a garage sale.*

Do you have excess furniture which makes the rooms appear cramped?

Are toys and other articles picked up?

Is the stairway clear? This is essential!

### Make the closets look as large as possible

*Remove or pack items that can be stored elsewhere.*

Is the closet neat and organized?

Are wall surfaces in need of paint?

Are shelving and hardware in good condition?

If the closets have lights, are the bulbs bright?

Do closet doors operate smoothly and quietly?



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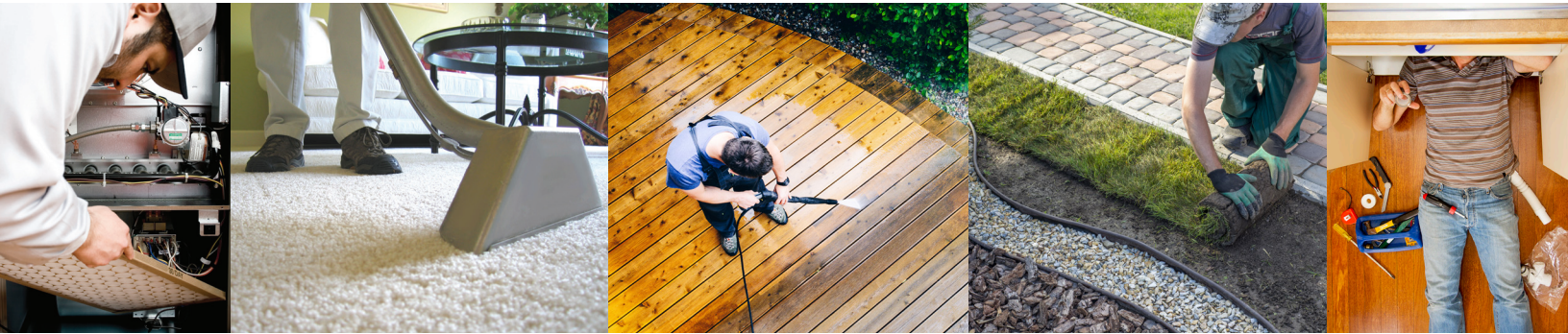
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## When buying or selling a home, no one can serve you better than F.C. Tucker's Home Services Network

Your dedicated Personal Service Coordinator will work with you to provide the information and services you need before, during and after your move! Through F.C. Tucker's Home Services you will receive savings and a higher level of service for a variety of requests including:

Phone/ Internet/ TV Services  
Roofing & Siding  
Moving Companies  
Security System  
General Contractor  
Lawn Care/ Landscaping  
Painters  
Heating & Cooling  
Carpet Cleaners

Flooring  
Plumbing  
Carpentry  
Windows & Doors  
Electrician  
Remodeling  
Window Treatments  
Utility Transfers  
Over 200 Additional Services



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## Home Staging

Is your home ready to compete in today's challenging real estate market?

- Create the Win on Walk-In (WOW) factor
- Accent your home's best features
- Maximize the price and speed of the sale
- Achieve the highest return in the shortest period of time

As a service for my clients my team will work with you to stage your home with your belongings or we will bring in our stock to help present your home in the very best light.

## Photography

Showing your home in the best possible photos is very important in today's real estate market. I have several professional photographers that I use. I will select the best one for your situation.



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## Home Happens Here.®

Buy

Rent

Sell

Agents

Address, Neighborhood, Area, ZIP, School, or MLS#

Advanced

SEARCH

Seamless image search, driven by AI insights ⓘ



TODAY'S MARKET



42

NEW LISTINGS



293

OPEN HOUSES

SOLD

1866

HOMES SOLD



201

PRICE REDUCTIONS



1 MIN AGO

## talktotucker.com

Every home listed in Central Indiana.

- Most accurate data available
- See homes the minute they come on the market
- Custom neighborhood searches with thousands of photos available no where else
- Easy access to open houses, new listings and home vendors



Scan this code to set up *YOUR* search on TalkToTucker.com



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## Additional Advertising that you can expect when you Sell with Dani



I will target-mail your neighbors.

There is a possibility that they will have a friend who would like to live in your area.



@talktodanir

Dani Robinson, REALTOR® F.C. Tucker  
Noblesville

I will do an enhanced social media campaign – reaching out to a targeted market for your home.



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## Open Houses

As a service to my sellers and to encourage as many viewings as possible I will hold an open house. Some of my clients prefer not to utilize this service, that is okay. But, I want you to know that this is available and is a good way to get feedback should you desire this service.

Your open house event, shown as a red pin on our property search, is promoted 24/7 on Indiana's most popular real estate website, TalkToTucker.com.



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## Leveraging My Expertise

**My business is built on referrals.** My goal is to serve you in such a way that you will be delighted enough to refer your friends and family for years to come.

### Connecting you to others

Not only am I an expert in our local market, I'm also part of a network of top agents — expanding access to local and out-of-area buyers in the U.S. and Canada.

### Network of local pros

I have relationships with the best local service providers to get you the plumber, painter, etc. you need — **not just during the transaction, but after as well.**

### My Experience/Expertise:

- I'll negotiate the best deal for you.
- I'm trained by the top business coaching company in North America.
- I have a fiduciary duty of care to you and will be your advocate during the transaction.



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## F.C. Tucker Relocation

### The Local Market Leader

We have been the #1 Real Estate company in Indiana for more than 30 years and serving families since 1918

### Worldwide Exposure For Your Home

We are members of the Leading Real Estate Companies of the World...the #1 Global Referral Network. Your property is marketed to buyers on 6 continents

### Connections to Corporate Relocations

We have a full-service relocation department

- Strong relationships with major area corporations
- Dedicated corporate services manager
- Preferred / approved with over 150 third party relocation companies
- Connected to who's moving in and out of the area

### Great Exposure For Luxury Homes

We're the exclusive local broker for Luxury Portfolio...the #1 Luxury Home website

- Offered for homes listed at \$799,900 and up
- Special distinguished signage for luxury homes
- Exposure on LuxuryPortfolio.com, an award-winning global luxury home website

*Leading*  
REAL ESTATE  
COMPANIES  
OF THE WORLD

I'M LOCAL  
I'M GLOBAL®



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## More Showings. More Feedback. More Efficient.

Showing your home should be a smooth and valuable part of the selling process, not only for potential buyers but for sellers as well.

Showing homes is easy and impactful with our next generation showing management ecosystem from one of the fastest growing companies in North America. BrokerBay is a full suite of tools that schedule and manage showing appointments, provide 3D virtual showings, issue and track communications, review analytics and more. Fully integrated with our lock box provider, we have one convenient solution to manage the entire property showing process, from scheduling and accessing properties, to coordinating feedback.



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# Negotiating and Structuring **the Sale**



## MY PROMISE TO YOU:



**Advise you on the appropriate price** to offer and present it to the seller's agent.



**Thoroughly review contracts** to look for any red flags.



**Negotiate the strongest terms** to create a solid transaction that will close on time without any surprises.



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## Appraisals

Appraisals are a big part of selling your home. When we have an accepted offer, I will prepare an appraisal packet to give to the appraiser to help assist in coming to the value for your home.



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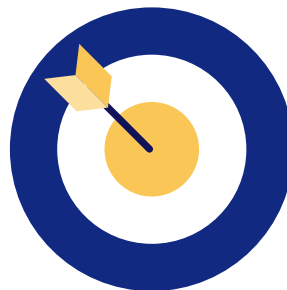


# Complete Transaction Management

Once your offer is accepted,  
I'll smoothly navigate you through the process.



**Count on me** to manage all the details of your real estate transaction on a daily basis.



**I'll make sure your home closes in a timely fashion** and with as little stress as possible.



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# Clear and Open Communication

During your home search, I'll be there to guide you every step of the way.

**I'll call regularly** to keep you updated on your home search.

**We'll meet periodically** to review market conditions and adjust our buying strategy as needed to get you into your dream home.

**Transparency is key.** I'll keep communication lines open to ensure you are comfortable and confident with every part of the transaction.



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## Who is Dani?

### Experience

#### Advertising Salesperson

Work with various media outlets: direct mail, TV, radio, event planning, website development, e-mail. Negotiate, sell and design ad space and campaigns

#### Director of Marketing

Oversee marketing efforts, develop and execute marketing plans

### Awards

**2017-2020, 2022, 2024** F.C. Tucker Leading Sales Producer  
**2016-2019, 2021-2024** F.C. Tucker Top Ten  
**2014-2024** F.C. Tucker Executive Club  
**2017-2024** F.C. Tucker Platinum Producer  
**2014** F.C. Tucker Rising Star Volume and Transactions  
**2013, 2017** Marketing Specialist  
**2022, 2024** Associate of the Year

### Business and Education

- Licensed Real Estate Sales Agent specializing in selling and marketing of new and existing residential real estate.
- Tucker School of Real Estate
- Purdue University, West Lafayette, IN – Bachelor of Arts, Major: Communication, Minor: Sales and Marketing

### Professional Affiliations

National Association of REALTORS®  
Indiana Association of REALTORS®  
Metropolitan Indianapolis Board of REALTORS®  
REALTOR® Association of Central Indiana, IRMLS

### Designations

**SRES** — Seniors Real Estate Specialists® designees are REALTORS® qualified to address the needs of home buyers and sellers age 50+.

### Community Service

- Hamilton Southeastern Schools (2011-2015) Mudsock VIP Event,
- Co-Chairperson; Grants and Scholarship Committee
- Hamilton County Master Gardener Program (2011-Current)
- Hamilton County 4-H Council
- Hamilton County 4-H Program (1988-Current)
- Indianapolis Air Show (2000-2010) Marketing Assistant, Venue and Event Staff Liaison

### Personal

A lifelong resident of Hamilton County, I love where I live. My husband, Pat and I chose to raise our family here and we were not disappointed. We spend our free time riding our motorcycle, snowmobiling, hanging out at home with friends and family. We especially love spending time with our kids, their spouses and our grandchildren. Pat owns and operates an aircraft sales business and aircraft maintenance facility. Our daughter, Alex is an attorney at an Indianapolis Law Firm, Her husband, Corey is the Priest at their Anglican Catholic Church. They have a beautiful daughter, Agnes! Our son, Patrick works with Pat in the aircraft sales business. His wife, Dani is the best domestic engineer around. They have three wonderful children, Hadley, Lainey and Patrick. We are very blessed and grateful everyday.



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## Testimonials

### *Sold a Single Family home in Fishers*

Earlier this year, Dani guided us through the process of selling our home and finding a new one that would better accommodate our family. Dani was always so patient with us and the endless questions we asked. She was very attentive to our needs and responded very quickly when we requested to see a new listing. We would not hesitate to recommend her to friends or family looking to buy/sell their home.

– **Aaron & Jen**

### *Sold a home in Allisonville, Indianapolis*

Both myself & husband were very pleased. She is professional, knowledgeable and prepared upon your first meeting with her. Did a great job in selling our home.

Would highly recommend her.

– **Larry & Lori**

### *Sold a Single Family home in Noblesville*

Dani works hard for her clients and was able to get the right result for us. She is diligent, respectful and organized. I would highly recommend Dani to family and friends.

– **Ben & Audrey**

### *Sold a Single Family home in Fishers*

Dani was instrumental in the sale of our previous home and the purchase of our new home.

She helped us with staging suggestions, held multiple open houses, and even went the extra mile offering to help us with our pets for the occasional last minute showing. We had an agreed upon offer and closing date set within 2 months of listing with her allowing us to close on both houses the same day! She is very professional and a delight to work with.

– **Mark & Carolyn**

Dani is the best REALTOR® my wife and I have ever worked with. She answers all of our inquiries promptly and if she doesn't know the answer right away, she digs-in and finds it out. She definitely puts her clients first.

– **Rick & Roxanne**



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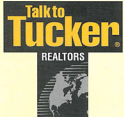


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F.C. Tucker Company, Inc.  
*Certificate of Relocation Specialist*



**F.C. Tucker**  
Global Relocation


Hereby certifies that **Dani Robinson**

**RELOCATION SPECIALIST - LISTING TEAM**

Has successfully completed the Relocation Team Training Course and hereby stands as a member of the F.C. Tucker Relocation Team

Gives in March of 2022

*Beth Graham*  
Beth Graham  
Vice President of Relocation and Business Services



**WE'RE LOCAL  
WE'RE GLOBAL®**



**CERTIFICATE OF COMPLETION**

**SENIORS REAL ESTATE SPECIALIST (SRES)**

Certifies that

**Danielle Robinson**

Has successfully completed the online course:

**Seniors Real Estate Specialist (SRES®)**

Presented on: **February 04, 2015**

Signature: *Marc D. Gould*  
Marc D. Gould  
Senior Vice President, Member Development  
SENIORS REAL ESTATE SPECIALIST



This certificate confirms successful course completion but will not be accepted as proof of CE credit. Where applicable, you will receive a separate certificate for CE purposes.

**CERTIFIED**  
Full-Service Professional

DESIGNATION EARNED BY  
**Danielle Robinson**

Designation # **BC-000047340** Exp. Date **12/31/2025**

*Brian Buffini*  
Brian Buffini  
FOUNDER/CHAIRMAN  
BUFFINI & COMPANY



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# Service After the Sale

My business is built on relationships, so I aim to provide you with outstanding service and care before, during and after the sale! Even after your closing, I'll be there to assist you with all your real estate needs.



Consider me your **source of referrals** for all types of businesses, whether related to a real estate transaction or not. I've partnered with competent professionals who would be **happy to serve you**.



You'll receive **valuable information** from me in the mail or via email on a monthly basis to keep you **educated and informed**.



**CFSP**

Certified  
Full-Service  
Professional™



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## Seller's Closing Plan What to expect now that your home is under contract.

### Should I continue to show my home?

Once we have an accepted offer, your home goes into PENDING status on the BLC® (Broker Listing Cooperative). We are accepting back up offers.

### Are there any contingencies in the contract to purchase my home?

There are several possible. If the buyer is obtaining financing, they must be approved by the lender. Their final approval for a loan will require an appraisal of your home in an amount at least equal to the sales price. If the buyer has elected to have an inspection, the offer is contingent on the buyer being satisfied with the home inspection including any requested repairs that they have asked you to make. The buyer also has a time period specified in your contract to review the covenants and restrictions and if there is a mandatory fee for your subdivision.

### What about the Home Inspection?

The inspection will be scheduled through the showing service, and takes approximately two to three hours to complete. (Sometimes more time is needed depending on the size of the home, number of furnaces and bathrooms.) It is usually best if you are not at home so that the buyer feels comfortable to talk to the inspector freely and ask questions. Once the buyer receives the report from the inspector, they may make a written response asking for repairs. I normally receive a copy of the inspection report and will make a copy for you. The buyer normally has 10-15 days to have the inspection and make a response.

### Buyer's Walk-through prior to closing:

Under the terms of the purchase agreement, the buyers are entitled to do a final walk-through of your home prior to closing. The purpose is to assure the buyers that the home is in the same condition as it was when they signed the purchase agreement. All repairs agreed upon from the inspection response must be completed by that time. If

you are still packing, don't worry! The buyer will probably be glad to see you are getting close to moving. Just try to make your home clean and presentable.

### When do I have a final reading on my utilities?

Once the possession date is agreed on, you will need to call all of your utility companies and ask for a final reading as of the day of possession. **DO NOT HAVE THE UTILITIES TURNED OFF!** The buyers will also call to have the utilities transferred into their names.

### Do I make my next mortgage payment?

Call your lender and ask if you should make a payment prior to closing. You want to avoid a late charge, particularly if the closing date is approximately the same as your mortgage payment due date.

### Who attends the closing?

Everyone on the warranty deed and all parties on the purchase agreement must attend the closing. If for some reason you cannot attend, a Power of Attorney (PoA) can be prepared ahead of the closing for your signatures. If you need a PoA, please let me know so I can order it from the title company in plenty of time to get signatures. If you already have a PoA, please provide me with a copy so I can forward it to the title company for their approval.

### What do I bring to closing?

You will need to bring your driver's license or a picture ID to closing. Please bring a key to your home to give to the buyers. Leave all garage door openers (don't forget the ones in your autos), other keys, mailbox keys, pool keys, etc. on the kitchen counter or in a drawer. Also – leave any appliance manuals, security system information, and any other pertinent information in the home. If you made any repairs prior to closing as requested in the inspection response, please be sure to bring all receipts to the closing. If

you are giving possession after closing, we will discuss at closing how to transfer keys.

### When do I cancel my Homeowners Insurance?

Cancel your existing Homeowners Insurance after closing, with instructions for your refund check (if any) to be mailed to your new address.

### Do I get a refund from my Escrow?

If you have an escrow account, most mortgage companies will forward you the balance within 30 days of receipt of your payoff. If you do not receive your check within that time, contact your mortgage company. Some mortgage companies give a credit on your mortgage payoff statement (which you will receive at closing.)

### How will my mortgage payoff be handled?

After the closing, the title company will express mail your payoff(s) to your mortgage company. You will no longer have any responsibility to this mortgage. Your mortgage company will send you a copy of the mortgage marked "paid." Keep this in a safe place! Sometimes a mortgage release does not get recorded and you later may need proof that this loan has been paid off.

### Homeowners Association (HOA) dues:

Many HOAs have management companies that handle their finances. These companies, in addition to collecting annual dues and assessments, may charge transfer or initiation fees when the property is transferred to a new owner. Although these fees are approved by your HOA, they may not be known by you. Please check with your management company to verify any transfer fees so the buyer can be informed at closing.

*Please call if you have any additional questions. It will be my pleasure to help you in any way.*



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## Preparing for a home inspection

1. A typical home inspection takes between two and three hours to complete, and most buyers attend the inspection. It is best that the seller not be present during the inspection. The inspector will perform the following:
  - Enter all attics and all crawl spaces.
  - Operate appliances, furnace, air conditioner and water heater.
  - Open all windows and doors.
  - Run all plumbing.
  - Inspect all interior spaces.
  - Remove electrical panel cover and check lights and receptacles.
  - Traverse roof where possible.
2. Please make sure all utilities are turned on.
3. Please clear all attic access areas (if you have clothes in a closet where the attic access is located, it is a good idea to remove or cover them).
4. Please clear room for the inspector to remove the main electrical service panel.
5. Please make sure all pilot lights are lit (appliances, furnace, fireplace, etc.)
6. Please clear crawl space access areas (if inside the home, leave a note as to its location).
7. If a radon gas test is ordered, the home should be closed up (crawl space included) 12 hours prior to the inspection (normal entry and exit is okay).
8. All components listed with the home should be in operational condition at the time of the inspection (humidifier, electric air filters, disposals, etc.)
9. If you have a home alarm system, it should be made inoperable on the day of the inspection, or adequate information should be supplied to the inspection service to disarm the unit.
10. If you have pets, it is best that they are in a cage during the inspection.
11. Some pest control companies (termite inspectors) will require that all firewood stacked next to the home be moved away from the structure.
12. If there are any burned out light bulbs in the house, replace them prior to the inspection.
13. Change Furnace Filter.



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## Home Questionnaire

Thank you for taking some time to answer these questions. This will help me to better market your home.

### Heat:

Please select all that apply to your home

- Baseboard
- Dual System
- Forced Air
- Geothermal
- Heat Pump
- Hot Water Boiler
- Radiant Ceiling/Flooring
- Radiator
- Space/Wall Unit/Baseboard
- Wood Insert/Stove
- Other \_\_\_\_\_

Age of system: \_\_\_\_\_

**Fuel:** Please select the types of fuel used to heat your home:

- Electric
- Gas
- Oil
- Propane
- Solar
- Wood
- Other \_\_\_\_\_

**Cooling:** Please select the types of cooling sources that are used in your home:

- Attic Fan
- Ceiling Paddle Fans
- Central Electric
- Geothermal
- Heat Pump
- Power Roof Vent
- Wall Unit
- Window Unit
- Other \_\_\_\_\_

Age of system: \_\_\_\_\_

### Primary Water Source:

Please select your primary water source

- Community Water
- Municipal Water Connected
- Private Well: Depth \_\_\_\_\_
- Location \_\_\_\_\_
- Any issues?: \_\_\_\_\_

Other: \_\_\_\_\_

### Primary Sewage Disposal:

Please select your primary sewage disposal

- Community Sewer
- Municipal Sewer connected
- Septic: Last pumped \_\_\_\_\_
- Location : \_\_\_\_\_
- Private Sewer
- Other: \_\_\_\_\_

### Utility Options:

Please select all that apply

- Cable Available
- Cable Connected
- Gas Available
- Gas Connected
- High Speed Internet Access Available

### Water Heater: Please Select

- Electric
- Gas
- Propane
- Solar
- Tankless
- Other: \_\_\_\_\_

### Utility Providers: Please List

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### HOA:

Choose One:

- Pay Monthly
- Pay Quarterly
- Pay Annually
- AMOUNT: \_\_\_\_\_
- NONE
- Includes: \_\_\_\_\_

**Please share with me some of the features that you like about this home:**

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**Please let me know anything else about your home that may be of concern to a buyer:**

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# Comparative Market Analysis



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## The 7 Vital Stats

**MARKET:**

| <b>Total Active Residential Listings</b>    |  |  |
|---|--|--|
| <b>Average List Price</b>                   |  |  |
| <b>Average Sales Price</b>                  |  |  |
| <b>List vs. Sales Price Ratio</b>           |  |  |
| <b>Days on Market</b>                       |  |  |
| <b>Number of Expired Listings</b>           |  |  |
| <b>Overall Appreciation or Depreciation</b> |  |  |



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