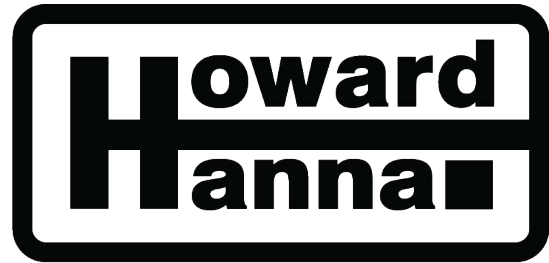


Nicholas Feagley
REALTOR, Team Lead, Owner



Real Estate Services



PRE-LISTING PACKET FOR SELLERS

*ENCLOSED YOU WILL FIND INFORMATION REGARDING **Nicholas's** AND HIS OFFICE & TEAM OF PROFESSIONALS, THE SYSTEM **Nicholas** HAS CREATED TO GET YOUR HOME SOLD QUICKLY AND FOR TOP DOLLAR,*

*A LIST OF THINGS YOU CAN DO TO PREPARE FOR **His** VISIT,*

*DETAILS OF **Nicholas's** GUARANTEES,*

A LIST OF REAL ESTATE MYTHS, EDUCATIONAL INFORMATION ABOUT THE ENTIRE SELLING PROCESS, AND MUCH MORE!

*PLEASE REVIEW THIS PACKAGE AND COMPLETE/RETURN THE LAST FOUR PAGES BEFORE YOUR NEXT APPOINTMENT WITH **The Feagley Team***

163 N Hanover St Carlisle PA 17013

Office (717) 243-1000

Team (717) 885-8097

Email nicholas@nickfeagleyrealtor.com Website: www.nickfeagleyrealtor.com

Dear Homeowner,

Thank you for taking the time to review this package. I have sent you these materials in advance of our meeting so that you will know a little more about me, our services, and how they will benefit you.

We are different from most real estate professionals. We have built our business by providing an extremely high level of service to our clients and by making sure they know how much their business means to us. We offer ourselves as a resource for all the questions and real estate needs of our clients, their friends, and their families. As such, the majority of our business is repeat clients and referrals.

At this point, we don't know all your particular needs and objectives, nor do we know your entire financial and family situation. We do know that selling a home can be either an emotionally trying time, or a very exciting one. Our job is to provide you with enough solid information so that you can make an honest, informed decision based upon facts, not hype.

As you look through this package, use the concerns survey to note any questions that you have for us so that we will not forget to address them at our meeting. We are preparing a market analysis for our meeting. We will cover many important items that other agents may not even know, such as:

- ◇ A Proven Selling System
- ◇ Strategies for Pricing and Staging a Home to Sell Quickly
- ◇ And Much More

Selling your home is a complicated task, so it is crucial to have every possible advantage you can. Thank you again for the gift of your time. I appreciate the opportunity to earn your business and look forward to meeting with you!

Sincerely,

Nicholas Feagley

WHY WORK WITH A REALTOR®?

Real Estate transactions involve one of the biggest financial investments most people experience in their lifetime. Transactions today usually exceed \$200,000. If you had a \$200,000 income tax problem, would you attempt to deal with it without the help of a CPA? If you had a \$200,000 legal question, would you deal with it without the help of an attorney? Considering the small upside cost and the large downside risk, it would be reckless to consider a deal in real estate without the professional assistance of a Realtor®. As your Realtor®:

- I can help you negotiate. This is what I do everyday, it's a learned, practiced skill.
- I know when, where and how to advertise your property.
- I can help you objectively evaluate every buyer's proposal without compromising your marketing position.
- I can guide you through the closing process to ensure a smooth & successful closing.
- I can provide you with up-to-date information on what is happening in the marketplace and the price, financing, terms and condition of competing properties.
- I have many professional network relationships to refer as needed (painting, staging, flooring, electricians, plumbers, general contractors, legal, accounting, title, and more.)
- I have taken additional steps to become a member of my local Association of Realtors (PAAR) and have agreed to act under and adhere to a strict Code of Ethics.

TEAM APPROACH

RE/MAX was designed to reward agents for working together. We stand on the belief that we are all more successful if we strive towards a common goal rather than our individual interests. As an agent with RE/MAX, our company's and my professional value system is based on nine core philosophies:

- ◆ WIN-WIN or NO Deal!
- ◆ Integrity: Do the Right Thing!
- ◆ Customer: Always Comes First!
- ◆ Commitment: In All Things!
- ◆ Communication: Seek First to Understand!
- ◆ Teamwork: Together Everyone Achieves More!
- ◆ Trust: Begins with Honesty!
- ◆ Success: Results Through People!

SPECIALIZED SERVICE

My attention to every detail is the most important part of this job. I will negotiate on your behalf to ensure the best possible result. The quality of my service is only as good as you, the client, says that it is.

EFFECTIVE COMMUNICATION

Your needs always come first. I will make every effort to be available to answer any questions you may have along the way. Together we can decide the frequency and type of communication that is most convenient and effective for you.

MY GOAL IS TO HELP MAKE YOUR HOME SELLING EXPERIENCE AN ENJOYABLE ONE!

FREQUENTLY ASKED QUESTIONS

Q: How can I get the highest price for my property?

A: Your decision to sell your property is one that I take very seriously. It is my goal to sell your home in the shortest amount of time and at the highest price. In order to do that, I conduct an analysis of similar properties that have been placed on the market—especially those that have sold—within your neighborhood. Based on that analysis and the timeframe you establish for selling your property, I recommend a price range that will allow it to be sold in the shortest amount of time. With a keen understanding of the latest local listings and sales data, the information you need is at my fingertips.

Q: What happens if I overprice my property?

A: Many potential buyers won't consider your property because they assume it is out of their price range. They may not even see your listing if it's out of their criteria range on auto email alerts. The first week is where the property gets the most visibility! We want to take advantage of that internet traffic. If overpriced, comparison shoppers will be encouraged to bid on another property. In essence, you are helping to market someone else's properly priced home. If you are overprice, other agents are less likely to show your property to buyers. Agents know the market! Properties left on the market for extended periods of time become shopworn or overlooked. Buyers assume that something is wrong with the property or it would have sold already.

Q: How quickly can I sell my property?

A: Of course, you want to sell your property quickly, and that is my number-one goal! The length of time your property is on the market is directly related to the selling price. If a home is not selling, the marketplace is saying the property is not priced properly.

Q: What is Personal Property? What must stay with my home?

A: Anything that is not affixed to the property itself must stay; this means that you have the right to take appliances with you. However, this is not common. If it is affixed permanently to the property you must leave it there. This will be discussed in much further detail to you.

Q: Do I pay for the Home Inspection?

A: In most cases, you as the seller will not pay for the Home Inspection. There are instances where certain municipalities require a Truth In Sale Housing inspection be conducted by the seller prior to listing.

Q: Do I pay for a Home Warranty?

A: A home warranty placed on the property is completely negotiable on the offer that is written on your home. There are some cases where the seller can choose to purchase a home warranty prior to listing as a buyer incentive. This is particularly advantageous for homes with older appliances or mechanicals. It gives potential buyers peace of mind when purchasing your home.

COMMON REAL ESTATE MYTHS

MYTH

A "discount" broker can do just as well and save me money.

TRUTH—Successfully marketing a property in our competitive marketplace takes skill and resources. All of the promotional costs such as photos, brochures, printing, signs, advertisements, MLS fees, direct mail, staging, etc. are paid for by Scotti. How will a discount broker offer such a complete marketing campaign? Does the discount broker have the motivation to personally tend to your specific needs? Do they have a proven track record of success, or are they just using the lower commission to try to win your business? Do they have the expertise or time required to guide you through the problems that could develop during the closing process? Remember that you only actually pay a brokerage fee if and when your property sells. Many sellers have found that their commission with a discount broker was really zero, because their property never sold! Isn't it interesting that not a single discount broker has a dominant market share in any major city in the country.

MYTH

Property condition is not that important to buyers.

TRUTH—WRONG! A property in superior condition will sell faster and for a higher price than a home in average condition. Many buyers do not want to assume responsibility for the cost of large repairs after purchasing the home. Buyers purchase properties that are most appealing, and a home in great condition with a reasonable asking price always tops the list. Sellers that invest in necessary repairs and keep their home clean and fresh always reap the rewards!

MYTH

Empty homes are harder to sell than occupied homes.

TRUTH—Vacant homes often sell faster for several reasons, but again it all depends on condition. A vacant home that is clean, in good repair, and priced fairly will sometimes sell fast because the rooms will appear larger without furniture and clutter. Buyers can easily visualize their furnishings in the home! Remember, we want the buyer to picture themselves in the home! Most agents prefer to show vacant homes because they can go anytime without worrying about making appointments, disturbing families, etc.

MYTH

Pricing a home for sale is a mysterious process.

TRUTH—Your home will sell for what the market will bear, not what you owe, not what you want to net, not what you paid. To determine the range of value for your home, it takes a solid knowledge of the market. Because every home is unique, your home will sell more near the high or low end of the range depending on its specific attributes like location and condition. I utilize a computer database along with years of experience to help you decide where to set the price. It is not simple, but it isn't mysterious either.

STEPS FOR SELLING A HOME

SELLER CONSULTATION

We will discuss your goals, concerns, and fears in the home selling process. If you have completed the survey in the back of this packet, this process will go quickly, and I will focus on your main concerns. We will go through the steps outlined below in as much detail as you would like so that you understand and are comfortable with the entire process of selling your home.

PLANNING & PREPARING

Ask yourself: If you were buying this home what would you want to see? The goal is to show a home that is clean, decluttered, has neutral decor, maximizes space and attracts as many buyers—and as much demand—as possible.

While part of the “getting ready” phase relates to repairs, painting, staging and other home improvements, this is also a good time to ask why you really want to sell.

Selling a home is an important matter, and there should be a good reason to sell—perhaps a job change to a new community, the need for more space or taking advantage of increased equity. Your reason for selling can impact the negotiation process, so it’s important to discuss your needs and wants in private with the Realtor® who lists your home.

Staging & improvements may be necessary to ensure the property shows well and is consistent with the neighborhood but does not involve significant capital investment. Many times, these investments cannot be fully recovered from the sale. Furthermore, improvements should reflect community preferences.

Cosmetic improvements—paint, wallpaper and landscaping—help a home “show” better and often are good investments. They can help you compete or even stand out above your competition. Mechanical repairs—to ensure that all systems and appliances are in good working condition—are required to get a top price. Most buyers perform an inspection, and unaddressed mechanical issues will be highlighted at that time and could jeopardize the transaction.

Ideally, you want to be sure that your property is competitive with other homes available in the community. Realtors®, who see numerous homes, can provide suggestions that are consistent with your marketplace.

When everything is in place, I’ll put a lockbox on your property and order installation of a yard sign.

SETTING THE PRICE

In consideration of "Setting the Price", several factors are important:

Location, Condition, Market, Terms and more.

LOCATION

The pricing of your home must reflect its location. The better the location, the higher the acceptable price. School districts, high or low traffic ways and highway accessibility all need to be considered in determining the value of your home's location.

We cannot control the location.

CONDITION

The pricing of your home must accurately reflect its condition. The general upkeep and presentation of your home is critical to obtaining the highest value for your home.

The nature of the roof, plumbing, carpets, and paint all relate to condition.

Basic rule: If we can smell it. . . We can't sell it!

MARKET

The pricing of your home must accurately reflect the current market. Recession, inflation, interest rates, mortgage availability, inventory levels, competition, and the public's perception of the general economy all make up the market. It may be a buyer's market or a seller's market.

We cannot influence the market. **We can, however, take advantage of the market.**

TERMS

The pricing of your home must reflect the terms available. The more financing terms and options you accept, the more potential buyers there will be for your property. The easier the terms, the more valuable your property becomes.



SETTING THE PRICE

Let's begin with this direct statement:

I am not the one who decides how much your home is worth. The market does!

The consequences of making the wrong decision are painful. If you price your home too low, you will literally give away thousands of dollars that could have been in your pocket.

Price it too high, and your home will sit unsold for months, developing the reputation of a problem property.

Setting the proper asking price for your home is the single biggest factor that will determine the success or failure of your home sale.

The first 30 days are critical! A property generates the most interest when it first hits the market. The number of showings is greatest during this time if it priced at a realistic market value. Starting too high and dropping the price later misses the excitement and fails to generate strong showing activity.

Many homes that start too high end up selling below market value, or not at all!

I WON'T LET THIS HAPPEN TO YOU!

PRICING GUIDELINES

- What you paid for your property does not reflect its value.
- The amount of money you need to net from the sale of your property does not effect its value.
- What you or your neighbor thinks it should be worth has no impact on value.
- What another real estate agent says your property is worth does not affect its value.
- An appraisal does not always indicate what your property is worth on the open market. Appraisals for refinancing are usually at higher values than its real market value.

The value of your property is determined by what a ready, willing, and able buyer will pay for it in the open market. Historically, the first offer is your best offer. Value is determined by reviewing the sale price of other recently closed sales.

Buyers determine value!

BENEFITS OF ACCURATE PROPERTY PRICING

- **FASTER SALE:** The proper list price gets a faster sale, which means you save on mortgage payments, real estate taxes, insurance, and other carrying costs.
- **LESS INCONVENIENCE:** As you may know, it takes a lot of time and energy to prepare your home for showings, keep the property clean, make arrangements for children and pets, and generally alter your lifestyle. Proper pricing shortens market time.
- **INCREASED SALES PERSON RESPONSE:** When sales people are excited about a property and its price, they make special efforts to contact all their potential buyers and show the property.
- **BETTER RESPONSE FROM ADVERTISING:** Buyer inquiry calls are more readily converted into showing appointments when the price is not a deterrent.
- **HIGHER OFFERS:** When a property is priced right, buyers are less likely to make a low offer for fear of losing out on a great value or causing a delay that could lead to a multiple offer situation.
- **MORE MONEY TO SELLERS:** When a property is priced right, the excitement of the market produces a higher sales price in less time. You NET more due to the higher sales price and lower carrying costs.

DISADVANTAGES OF INACCURATE PROPERTY PRICING

- **REDUCES ACTIVITY:** Agents won't show the property if they feel it is priced too high.
- **LOWER RESPONSE FROM ADVERTISING:** Buyer excitement will be with other properties that offer better value.
- **LOSS OF INTERESTED BUYERS:** The property will seem inferior in amenities to other properties in the same price range that are correctly priced.
- **ATTRACTS THE WRONG PROSPECTS:** Serious buyers will feel they should be getting more for their money.
- **HELPS THE COMPETITION:** The high price makes your competition look like a better deal.
- **ELIMINATES OFFERS:** Since a fair priced offer will be lower than asking price and may insult the seller, many buyers will just move on to another property.
- **CAUSES APPRAISAL PROBLEMS:** Appraisers must base their value on what the comparable properties have sold for. Even if you sold for a price above market, the price would eventually need to be adjusted if it's a financed offer when it doesn't appraise at the higher sales price.
- **LOWER NET PROCEEDS:** Most of the time, an overpriced property ends up selling for less than if it would have been properly priced to begin with,...not to mention the extra carrying costs.

THE SHOWING PROCESS

As prospective buyers often make purchases based on emotion, first impressions are important!

So I have put together a few tips for you:

- Keep your home staged, de-cluttered and in showing condition.
- Paint anything and everything that may need a “face lift.”
- Make sure to clean all floors appropriately to have them showing at their best. This may mean cleaning carpets or waxing hardwood floors.
- Deodorize the home and create a positive mood.
- Keep your yard and curb appeal at it’s top notch appearance at all times. Make any necessary changes to make your home “stand out” from the competition.
- You should not be present for showings. This can turn off buyers, as well as their agents, from going through your home.

Nicholas Feagley will walk through the showing process with you when it is time to list your home for sale. Our front desk staff will call you to ask if it is okay to show your home and/or you will receive an email or text. They will give you the date and time of the showing request. You either approve or decline the showing. (Please make every effort to approve all showings. After all, the more buyers that see it, the greater our chances of selling!) There will be a lockbox on your front door. This is how agents who have been approved for showings are able to enter your home.

SHOWING FEEDBACK

Howard Hanna Real Estate along with the front desk staff at my office utilize “**Showing Time.**” This program allows us to continually send a showing agent requests for feedback until they provide feedback. All of the showing information and feedback is emailed to you as well.

MARKETING

- Yard Sign
- Property flyers –usually a one page color flyer that gives a potential buyer more information on your property, highlights its best features.
- **ONLINE ADVERTISING**
 - MLS Online, this is the standard website that agents use to look at all the homes on the market. Your home will also be sent to other Real Estate Companies websites once this is done.
 - **www.nickfeagleyrealtor.com** my personal website. I have many leads that come through on this website. This website also sends your home to 36 websites in all.
Once I enter your home on this website, your home will go to several other syndicated sites such as:
www.HowardHanna.com, www.Trulia.com, www.realtor.com, www.Zillow.com, www.Google.com, homefinder.com and relocation.com.
 - Google+
 - Social media (facebook, twitter, blog sites, etc)
- **FEATURE BOOKS:** I will put together feature books specifically for your property that will include information on your home, the city, the schools, average utilities, nearby attractions, as well as any disclosures or pertinent information about your home.
- **JUST LISTED POSTCARDS:** We will send out complimentary “Just Listed” postcards to a certain demographic that will pertain to your property.

The Home-Selling Process: Marketing Your Property

My 14-Step Marketing Plan

Designed to capture the maximum exposure for your home in the shortest period of time, I'll implement my proven 14-Step Marketing Plan. I will: Price your home strategically so you're competitive with the current market and price trends.

- *Stage your home to showcase the features most important to buyers: uncluttered rooms and closets, fresh paint and terrific curb appeal.*
- *Place "for sale" signage, complete with property fliers easily accessible to drive-by prospects.*
- *Highlight your property on our internal Howard Hanna intranet prior to listing your home on the MLS. This notifies other agents of an upcoming listing in case it meets one of their buyer's criteria. Yes, it is possible to sell your home before taking it live on the MLS.*
- *Distribute "Just Listed" notices to neighbors, encouraging them to tell family and friends about your home.*
- *Optimize your home's internet presence by posting information in the Howard Hanna Listing System, as well as local and global MLS systems including plenty of unique photographs, a virtual tour and a detailed description of your property.*
- *Produce a 360 degree virtual tour of your home, placing it on multiple Websites to attract both local and out-of-town buyers. I will provide you with a report quantifying viewer traffic.*
- *Create a home book, comment cards and fliers to place inside your property.*
- *Target my marketing to active real estate agents who specialize in selling homes in your neighborhood. According to the National Association of Realtors, 82% of home sales are the result of agent connections.*
- *Include your home in our company and MLS tours, allowing other agents to see your home for themselves.*
- *Advertise your home in my real estate newsletter or blog, direct-mail campaigns, email campaigns and social media.*
- *Create an open house schedule to promote your property to prospective buyers and market those open houses.*
- *Target active buyers and investors in my database who are looking for homes in your price range and area.*
- *Provide you with weekly updates detailing my marketing efforts, including comments from the prospective buyers and agents who have visited your home.*

STAGING

I provide a complimentary one hour staging consultation.

PHOTOS & VIRTUAL TOURS

I also provide complimentary professional photos and a virtual tour.

OPEN HOUSES

I leave the decision of having Open Houses up to the homeowners. I will on occasion ask to hold an open house. I also have many agents within my office that ask and are willing to hold open houses for me.

THE "OFFER" PROCESS

PRESENTATION OF OFFERS

In each case I will present the offer and its terms to you. I will carefully review the offer, consider marketplace options and then advise you on the proper response to the offer. We then will establish the next step in how to proceed which will include one of the following:

- Accept the offer
- Reject the offer
- Counter the offer (make changes)

EARNEST MONEY

Earnest money is money paid by the buyer when the offer is presented. It is typically paid in the form of a personal check, payable to the listing broker. It represents a sincere commitment from the buyer to purchase your home. If the offer is accepted, the check is cashed within 48 hours of acceptance and placed in a trust account of the listing brokerage. At the closing, the money is used as part of the buyer's down payment or closing costs. If there is legal reason why the sale does not take place, earnest money may be given to the sellers for personal losses (please refer to the purchase agreement document for further specifics).

PERSONAL PROPERTY

Buyers have the right to ask for any personal property in the home, and the seller has the right to say "No." Here are some typical negotiation items that the buyer may ask for:

- Refrigerator
- Stove/range
- Dishwasher
- Fireplace equipment
- Washer/Dryer
- Window treatments or hardware

HOME INSPECTIONS

Inspections will be done at the discretion of the buyer. You can expect that this will be a contingency term presented with the offer to purchase your home. Typically the buyers will pay for a home inspection. The buyer may attempt to negotiate resolution over anything that is identified as a concern in the home inspection. They also have the right to cancel their offer if the findings from the home inspection were considered unacceptable to them and not open to negotiation.

THE CLOSING PROCESS

Once we have accepted an offer and all parties have agreed to ALL terms in the offer, we will advise you of the closing date, time, and location. It will be during normal business hours which may require you to take time off of work or arrange for a babysitter. If this is a problem, there are pre-signing options available. The close date, as well as the possession date, is outlined in the purchase agreement. You can expect that a typical close date may be anywhere from 30 to 60 days from the time the offer was fully executed.

WHAT HAPPENS?

Closing (or settlement) is essentially the final step in executing a real estate transaction. At the closing, the parties consummate the purchase contract and ownership of the property is officially transferred to the buyer. Several things happen during closing:

- √ The buyer and his/her lender delivers a cashiers check or wire transfer for the balance owed on the purchase price.
- √ The seller signs the deed over to the buyer. A recorder's office which would record the deed commonly requires the seller's signature to be notarized. If applicable, a mortgage will also be recorded.
- √ The seller delivers possession to the buyer, rendering keys and garage door openers to the buyer. Unless otherwise specified in the contract, delivery of possession should be by default at the closing, but the contract may specify a different time.
- √ A title company registers the new deed with the local land registry office or recorder's office.
- √ The seller receives a check or bank transfer for the proceeds of the sale, less closing costs and mortgage payoff.
- √ From the funds allotted for closing costs, prepayments for real estate taxes and insurance may be required, and fees charged by other parties may be paid, such as broker/agent commissions, title companies, lawyers, etc.

UTILITIES

You will need to make arrangements with all of your utility providers to cancel utility arrangements, effective the date of closing. It is the buyer's responsibility to transfer or establish their own utilities with the companies of their choice on the property.

COSTS

I will provide an estimated "Net Proceeds" with each offer that you receive. This estimate will show expenses such as commissions, prorated taxes and loan interest, title charges, state deed tax, possible seller paid closing costs if part of the buyer's offer, etc.

WHAT YOU WILL NEED TO BRING TO CLOSING

- All keys that you have for the home
- Any garage door openers
- Any other information that the new home owners may need
- Photo id(s)
- Social security number(s)
- History of past residences, up to 10 years.

HAVE FUN MOVING!

MOST IMPORTANTLY... ENJOY YOUR NEW HOME!

SELLER'S CHECKLIST

Once you have accepted an offer on your home, there are several things you will need to take care of. The checklist below outlines most of these items so that you can easily keep track of what still needs to be done before closing.

I would encourage you to keep this checklist handy and use it as your "cheat sheet" when going through the home selling process.

___ Cancel or transfer deliveries, newspaper or magazine subscriptions, auto-ships, etc.

___ Complete Change of Address form with the Post Office or online at www.USPS.com under the "quick tools" tab.

___ Transfer insurance policies or arrange for new policies.

___ Notify others of your new address.

___ Make arrangements for transporting items such as pets, plants, valuables, etc.

___ Transfer your utilities. (This may not be an exhaustive list and some of the following may not apply to you)

___ Telephone

___ Lawn Service

___ Cable/Satellite

___ Internet

___ Electric

___ Newspaper

___ Trash

___ Other

___ Water/Sewer

___ Other

MY SERVICE COMMITMENT TO YOU

- Act in accordance with PA Law by providing the fiduciary duties of Loyalty, Obedience, Disclosure, Confidentiality, Reasonable Care, and Accounting. See enclosed "Agency in Relationships in Real Estate Transactions."
- Provide my professional services to you on a full-time basis.
- Communicate to you responsibly and honestly.
- Preview properties and know what's available so that you are aware of the competition.
- Utilize the Multiple Listing Service and the internet in marketing your home for sale.
- Perform a Comprehensive Market Analysis to appropriately price your home at market value.
- Review and counsel you on all offers, counter offers and multiple offers.
- Professionally present offers on your property and negotiate the best terms for you.
- Provide you with an estimate Net Proceeds which is the financial outcome for the sale of your home.
- Explain and arrange for a Home Warranty, if negotiated that the seller must provide.
- Coordinate inspections, if required by your local municipality, prior to listing.
- Arrange the closing on your behalf.
- Oversee paperwork throughout the transaction and closing.

Nicholas Feagley

Date

YOUR COMMITMENT TO ME

I have explained in depth the advantages of working with me as your exclusive listing agent. In return, I ask of you:

- To communicate responsibly and honestly.
- To willingly provide pertinent information as needed.
- To promptly inform me of changes in timing, requirements or other critical information which may affect your service commitment to me.
- To enter into contracts in good faith and make every effort to adhere to all negotiated contingencies.
- To inform all other real estate agents that you are represented by **Nicholas Feagley** with **Howard Hanna Real Estate**.

I/We agree to work solely with **Nicholas Feagley** in a cooperative effort to sell my/our home. All contracts shall be written and/or presented by **Nicholas Feagley** so that my interest and those of my family can be best protected.

Seller

Date

Seller

Date

Home & Neighborhood Information

Prepared by the homeowners of: _____

What have you enjoyed most about your home? _____

What have you enjoyed most about your community? _____

Are there children in the neighborhood? _____

If so, what age group? _____

Schools

Distance

Bus

Elementary: _____

Junior High: _____

High School: _____

Other School Notes: _____

Where is the school bus pick up point? _____

Are there any day care facilities or babysitters nearby? _____

Other local attractions to highlight?

What and where are your favorite parks and recreation areas? _____

Home & Neighborhood Information—Continued

What and where are the closest shopping areas?

Retail: _____

Gas Station: _____

Grocery Store: _____

Convenience Store: _____

Utilities & Services — *What is the average monthly bill for the following utilities or services and what companies do you use?*

Trash \$ _____ _____

Water \$ _____ _____

Gas & Electric \$ _____ _____

Cable TV \$ _____ _____

Internet \$ _____ _____

Phone \$ _____ _____

Other Utilities \$ _____ _____

Does your neighborhood have a homeowner's association? _____

Do you pay association fees? _____ Amount of fee \$ _____ per _____

What services are provided for with this association fee? Pet restrictions?

Pet restrictions? _____

Association Name: _____

Contact Person: _____

Contact Information (phone/address/email/web): _____

What are some recent improvements you have made to your home? (ie: landscaping in `09, new carpet in `10, new appliances in `12, etc.) _____

What are you Most Concerned about?

*I want to act in your best interest.
I am eager to have you share your concerns and expectations
about the marketing of your property.*

Please take a moment to complete the survey below.

	Not Concerned			Very Concerned		
Buyer's Qualifications?	0	1	2	3	4	5
Multiple Listing?	0	1	2	3	4	5
Broker Commission?	0	1	2	3	4	5
Showing Procedures?	0	1	2	3	4	5
Advertising?	0	1	2	3	4	5
Open Houses?	0	1	2	3	4	5
Inconveniences?	0	1	2	3	4	5
Possession?	0	1	2	3	4	5
Pricing?	0	1	2	3	4	5
Closing Costs?	0	1	2	3	4	5
Security?	0	1	2	3	4	5
Salability?	0	1	2	3	4	5
Financing?	0	1	2	3	4	5
Negotiations?	0	1	2	3	4	5

