

HOUSE HUNTING Checklist

TOTAL SCORE



RATE EACH FEATURE FROM 1 (WORST) TO 5 (AWESOME)





Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

540-870-0714 office 123-456-7890 mobile Melanie@TheMGroupVA.com www.TheMGroupVA.com

ADDRESS:		
PRICE:	HOA FEE:	TAXES:
BEDROOMS:	BATHROOMS:	YEAR::
LOT SIZE:	HOME SIZE:	STOREY:

EXTERIOR	1 2 3 4
View	0000
Yard / landscaping	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Trees	\bigcirc
Lawn (Back)	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Lawn (Front)	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Fences	0000
Sprinkler	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
House Type	\bigcirc
Exterior Siding	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Deck / Patio	\bigcirc
Garage	\bigcirc
Windows	\bigcirc
Doors	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Roof / Gutters	0000
Fencing	0000

HOME SYSTEMS	1	2	3	4
Electrical	\circ	\bigcirc	\bigcirc	\bigcirc
AC / Fans	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Heating	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Security	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Plumbing	\bigcirc	\bigcirc	\bigcirc	\bigcirc

COMMUNITY	1	2	3	4
Transportation	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Shopping	\bigcirc	\bigcirc	\bigcirc	\bigcirc
School / Daycare	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Recreational Facilities	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Airport	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Police / Fire Dept.	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Employment	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Greenspace	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Hike / Bike Trail	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Noise Level	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Traffic	\bigcirc	\bigcirc	\bigcirc	\bigcirc

STOREY	:			
INTERIOR	1	2	3	4
Walls/Trim/Ceiling	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Windows	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Flooring	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Storage	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Stairs	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Fireplace	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Family room	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Living room	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Dining room	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Master Bedroom	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bedroom #1	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bedroom #2	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bedroom #3	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bathroom #1	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bathroom #2	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Bathroom #3	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Laundry Room	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Game Room	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Kitchen	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Basement	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Garage	\bigcirc	\bigcirc	\bigcirc	\bigcirc

KITCHEN	1 2 3 4	
Countertops	0000	1
Cabinets	0000	1
Counter Space	0000	,
Flooring	0000	1
Light Fixtures	$\circ \circ \circ \circ$,
Layout	0000	,
Appliances	$\circ \circ \circ \circ$,
Pantry	0000	,
Backsplash	0000	,
Oven / Stove	0000	,

BASEMENT

 \bigcirc Finished \bigcirc Unfinished



HOUSE Checklist



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE **PROFESSIONALS**

Let us help you find your dream home

TOTAL SCORE

RATE EACH FEATURE FROM 1 (WORST) TO 5 (AWESOME)

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com



ADDRESS:		
PRICE:	HOA FEE:	TAXES:
BEDROOMS:	BATHROOMS:	YEAR::
LOT SIZE:	HOME SIZE:	STORIES:
DEDDOOMS	BATHROOMS:	YEAR::

EXTERIOR	1 2 3 4
View	0000
Yard / landscaping	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Trees	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Lawn (Back)	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Lawn (Front)	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Fences	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Sprinkler	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
House Type	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Exterior Siding	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Deck / Patio	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Garage	\bigcirc
Windows	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Doors	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Roof / Gutters	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$
Fencing	\bigcirc

HOME SYSTEMS	1	2	3	4
Electrical	\circ	\bigcirc	\bigcirc	\bigcirc
AC / Fans	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Heating	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Security	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Plumbing	\bigcirc	\bigcirc	\bigcirc	\bigcirc

COMMUNITY	1	2	3	4
Transportation	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Shopping	\bigcirc	\bigcirc	\bigcirc	\bigcirc
School / Daycare	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Recreational Facilities	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Airport	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Police / Fire Dept.	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Employment	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Greenspace	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Hike / Bike Trail	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Noise Level	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Traffic	\bigcirc	\bigcirc	\bigcirc	\bigcirc

STORIES:					
INTERIOR	1 2 3 4				
Walls/Trim/Ceiling	0000				
Windows	0000				
Flooring	0000				
Storage	0000				
Stairs	0000				
Fireplace	0000				
Family room	0000				
Living room	0000				
Dining room	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Master Bedroom	0000				
Bedroom #1	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Bedroom #2	0000				
Bedroom #3	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Bathroom #1	0000				
Bathroom #2	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Bathroom #3	0000				
Laundry Room	0000				
Game Room	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Kitchen	\bigcirc \bigcirc \bigcirc \bigcirc				
Basement	$\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc\bigcirc$				
Garage	0000				

KITCHEN	1 2 3	3 4
Countertops	000	
Cabinets	$\bigcirc\bigcirc\bigcirc$	
Counter Space	000	
Flooring	$\bigcirc\bigcirc\bigcirc$	
Light Fixtures	$\bigcirc\bigcirc\bigcirc$	
Layout	000	
Appliances	$\circ \circ \circ$	
Pantry	$\circ \circ \circ$	
Backsplash	$\bigcirc\bigcirc\bigcirc$	
Oven / Stove	000	

BASEMENT

FinishedUnfinished



LET US HELP YOU FIND YOUR DREAM HOME

ADDRESS:..

Traffic

TOTAL SCORE



FROM 1 (WORST) TO 5 (AWESOME)



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE
PROFESSIONALS

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com

HOUSE Checklist

PRICE:		A FE				TAXES:				
BEDROOMS:	BA	ΓHR	OOM	S:		YEAR::				
LOT SIZE:	HO	ME	SIZE:			STOREY:				
EXTERIOR	1 2	3	4		INTERIOR		1	2	3	4
View	00				Walls/Trim	/Ceiling	\bigcap	\bigcap	$\overline{}$	$\overline{}$
Yard / landscaping	\circ				Windows					
Trees	\circ				Flooring		$\overline{\bigcirc}$			
Lawn (Back)	\circ				Storage		\bigcirc			
Lawn (Front)	\circ		\bigcirc		Stairs		Ŏ	Ō	Ō	Ō
Fences	\circ				Fireplace		\bigcirc			
Sprinkler	\circ		\circ		Family roo	m	\bigcirc	\bigcirc	\bigcirc	\bigcirc
House Type	\circ				Living roon	n	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Exterior Siding	\circ				Dining room	m	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Deck / Patio	\circ				Master Bed	droom	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Garage	\circ				Bedroom #	‡ 1	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Windows	\circ				Bedroom #	‡2	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Doors	\circ				Bedroom #	‡ 3	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Roof / Gutters	\circ				Bathroom	#1	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Fencing	\circ		\circ		Bathroom	#2	\bigcirc	\bigcirc	\bigcirc	\bigcirc
					Bathroom	#3	\bigcirc	\bigcirc	\bigcirc	\bigcirc
HOME SYSTEMS	1 2	3	4		Laundry Ro	oom	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Electrical	\circ				Game Room	m	\bigcirc	\bigcirc	\bigcirc	\bigcirc
AC / Fans	\circ	$) \subset$			Kitchen		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Heating	\circ	$) \subset$			Basement		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Security	\circ	$) \subset$			Garage		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Plumbing	\circ				KITCHEN		1	2	3	4
COMMUNITY	1 2	3	4		Countertop	os	0	\bigcirc	$\overline{\bigcirc}$	$\overline{\bigcirc}$
Transportation	\bigcirc				Cabinets		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Shopping		$\overline{)}$			Counter Sp	ace	\bigcirc	\bigcirc	\bigcirc	\bigcirc
School / Daycare		$) \bigcirc$			Flooring		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Recreational Facilities			\bigcirc		Light Fixtur	es	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Airport	\bigcirc	$\overline{)}$) \bigcirc		Layout		0	\bigcirc	\bigcirc	\bigcirc
Police / Fire Dept.	\bigcirc				Appliances		0	0	\bigcirc	\bigcirc
Employment	\tilde{O}		$\widetilde{\bigcirc}$		Pantry		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Greenspace	\bigcirc	\widetilde{C}			Backsplash		\bigcirc	\bigcirc	\bigcirc	\bigcirc
Hike / Bike Trail	00)	$\tilde{\bigcirc}$		Oven / Stov	ve	\bigcirc	\bigcirc	\bigcirc	\bigcirc
Noise Level	\circ				BASEME	NT				

0000

FinishedUnfinished



PRE-LISTING Crecklist

OVERALL INTERIOR

- Clean/wax/refinish floors
- Clean mirrors
- Clean fireplaces
- Lightly oil squeaking hinges
- Remove excess or tired furniture
- Tighten up loose doorknobs
- Clean windows and window wells
- Repair holes and cracks in walls
- Repaint with neutral colors
- Touch up ceiling
- Clean baseboards and trim
- Organize basement
- Check and replace lightbulbs
- Add lamps to any dark space
- Dust all lights and ceiling fans
- Dust shelves and wall art
- Remove personal photos
- Have carpets professionally cleaned
- Fix leaky faucets
- Organize closets leaving free space
- Clean all blinds and curtains
- Check window seals and locks
- Clean all filters and vent covers
- Replace worn pillows and rugs
- Place fresh flowers on the table
- Clean all doors
- Put away shoes
- Put away pet food & supplies
- Minimize furniture
- Clean fireplaces
- Clean upholstery
- Prune and nurture all house plants

Melanie Lucero

YOUR LOCAL REAL ESTATE PROFESSIONAL

KITCHEN

- Deep clean refrigerator and stove
- Ensure all appliances are working
- Wash all cabinets fronts
- Organize to create space
- Remove magnets from the refrigerator
- Take out all trash and hide trash can
- Display anything visible through glass

LIVING ROOM

- Keep furniture at a minimum
- Keep coffee tables clear
- Remove any ashtrays
- Clean fireplaces
- Clean upholstery
- Use pillows & throws

BEDROOMS

- Declutter and create empty space in closets
- Store daily necessities In drawers
- Dust and organize nightstands
- Launder bedding and pillows
- Clean Shades and curtains
- Organize furniture to look spacious
- Purchase new bedspreads if necessary

DINING ROOM

- Keep the dining table clear
- Use one nice centerpiece
- Clean any glass displays
- Make sure the chandelier is 60" from the floor minimum









PRE-LISTING Checklist

BATHROOM

- Clean all surfaces
- Remove rust and mildew stains
- Clean soap residue
- Recaulk shower / sink / tub / cabinetry
- Replace worn rugs and towels
- Clean or replace shower curtain
- Coordinate all linens in one or two colors
- Fold towels in thirds on the rack
- Clean and repair grout
- Check water is draining correctly
- Ensure the toilet operates properly
- Check the exhaust fan
- Check water pressure
- Hide garbage cans & cleaning supplies
- Organize cabinets to be nice and neat

LAUNDRY ROOM

- Clean all surfaces
- Put soap and supplies in cupboards
- Organize shelves
- Wipe down washer and dryer
- Put all clothing away

GARAGE

- Powerwash floors
- Organize to create floor space
- Organize items in bins on shelves
- Cover exposed wiring
- Ensure the garage door is working

EXTERIOR

- Powerwash driveway and siding
- Remove driveway stains
- Fill driveway cracks
- Repaint or stain patio
- Clean windows and wells
- Repaint siding
- Clean and repair gutters
- Replace missing shingles
- Ensure lights are working
- Make sure doorbell is working
- Check home alarm functions
- Make any necessary roof repairs
- Clean pool / spa
- Clean filters and plumbing
- Clean all outdoor Items
- Light the driveway & sidewalks

CURB APPEAL

- Add plants
- Mow lawn
- Trim around walkways
- Trim trees and bushes
- Remove weeds from flowerbeds
- Mulch around trees and flowerbeds
- Clean and paint the front door
- Add a new doormat
- Upgrade your mailbox
- Install a new door handle
- Install new house numbers



Michael Boyce
Your Local Real Estate
Professional







Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

FINAL WALKTHROUGH



CLOSING DATE



MOVING DATE



ADDRESS





540-870-0714 office



Melanie@TheMGroupVA.com

www.TheMGroupVA.com

BEFORE CLOSING DAY

- Gather all closing documents
- Notify everyone about your moving
 - Employers
 - EmployersFamily & friends
 - Local post office
 - Current landlord

 - Subscriptions
- Insurance providers
- Veterinarian and kennel
- Utilities / phone / internet
- Banks and credit unions
- Government agencies
 Medical care providers
 - Schools
- Put all the keys and remotes in one place
- Cancel your current home insurance
- Cancel or transfer current home utilities
- Gather any appliance manuals, warranties
- Close any open valves
- Deep clean
- Close curtains, lock windows
- Shut off lights
- Unplug everything

ON CLOSING DAY

Bring the following items with you

- Photo ID for all the sellers
- A pen
- Receipts / home repair documents
- Main keys and codes to access your home
- Your home's deed
- Form of payment for all the closing costs

AFTER CLOSING DAY

- Gather all closing documents
- Notify everyone about your moving



Closing CHECKLIST for buyers

Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

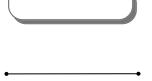
FINAL WALKTHROUGH



CLOSING DATE



MOVING DATE





540-870-0714 office



Melanie@TheMGroupVA.com

www.TheMGroupVA.com

BEFORE CLOSING DAY

- Carefully review the closing disclosure provided by your lender
- Schedule and complete home inspection
- Negotiate any inspection requests with seller
- Coordinate and complete home appraisal
- Secure homeowners insurance and provide the details to your lender 10 days before closing
- Coordinate with your lender for funds, including down payment and closing costs
- Collect necessary documents such as IDs and any paperwork
- Clear title and provide title search to mortgage lender
- Purchase title insurance
- Arrange for utilities to be transferred to your name
- Make sure contingencies completed
- Notify landlord and confirm move-out details
- Cancel contracted services (garden, lawn care etc.)
- Schedule a final walk-through of the property to confirm its condition
- Make your address change official, notify USPS
- Schedule a moving service or reserve a moving truck
- Notify everyone about your moving:
 - Employers
 - Family & friends
 - Local post office
 - Current landlord
 - Government agencies
 - Subscriptions

- Insurance providers
- Veterinarian and kennel
- Utilities / phone / internet
- Banks and credit unions
- Medical care providers
- Schools

ON CLOSING DAY

- Bring a valid photo ID
- Bring proof of homeowners' insurance
- Bring copy of the contract with the seller
- Bring home inspection report
- Review and understand the closing documents
- Bring documents the bank required to approve your loan
- Provide the necessary funds for closing
- Sign all necessary paperwork, including the loan agreement, deed etc.
- Receive keys once documents are signed and funds transferred

AFTER CLOSING DAY

- Duplicate closing documents and secure them in a safe place
- Consider changing locks for added security
- Plan a routine maintenance schedule for your new home



UNDER Contract TIMELINE

Mel	lanie l	Lucero)
YOUR LOCAL R	EAL ESTA	ATE PROF	ESSIONAL

USE THIS CHECKLIST TO ENSURE A SMOOTH CLOSING

SALE PRICE

ESCROW DEPOSIT

ADDRESS

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com



Earnest Money Due
Send Contract To Lender
Escrow Deposit Due
Schedule Home Inspection
Submit Loan Application
Complete Home Appraisal
Repair Request Due To Seller
Order Home Insurance
Order Home Warranty
Final Walkthrough

Closing Date



Melanie Lucero YOUR LOCAL REAL ESTATE PROFESSIONAL

Congratutations! USE THIS CHECKLIST TO ENSURE A SMOOTH CLOSING

SALE PRICE
ESCROW DEPOSIT

ADDRESS



C	540-870-0714 office
\checkmark	Melanie@TheMGroupVA.com
₩	www.TheMGroupVA.com

UNDER Contract TIMELINE

Earnest Money Due

y
Send Contract To Lender
Escrow Deposit Due
Schedule Home Inspection
Submit Loan Application
Complete Home Appraisal
Repair Request Due To Seller
Order Home Insurance
Order Home Warranty
Final Walkthrough
Closing Date

TITLE COMPANY

COMPANY NAME_	
PHONE	
ADDRESS	

SALE PRICE

ESCROW DEPOSIT

PROPERTY ADDRESS

USE THIS CHECKLIST TO **ENSURE A SMOOTH CLOSING**



Melanie Lucero YOUR LOCAL REAL ESTATE PROFESSIONAL

540-870-0714 office

■ Melanie@TheMGroupVA.com

www.TheMGroupVA.com

UNDER Theline

DATE Earnest Money Due Send Contract To Lender **Escrow Deposit Due** Schedule Home Inspection **Submit Loan Application** Complete Home Appraisal Repair Request Due To Seller Order Home Insurance Order Home Warranty Final Walkthrough

Closing Date

Closing Costs WHO PAYS WHAT

V	CASH	FHA	VA	CONV
Downpayment	Buyer	Buyer	Buyer	Buyer
Property inspection	Buyer	Buyer	Buyer	Buyer
Termite inspection (negotiable except on VA)			Seller	
Repairs	Seller	Seller	Seller	Seller
New loan origination fee		Buyer	Buyer	Buyer
Discount points		Buyer	Buyer	Buyer
Document preparation fee		Seller	Seller	Buyer
Credit report		Buyer	Buyer	Buyer
Appraisal		Buyer	Buyer	Buyer
Interest proration on seller's existing loan		Prorate	Prorate	Prorate
Existing loan payoff	Seller	Seller	Seller	Seller
Existing loan payoff demand	Seller	Seller	Seller	Seller
Loan payment penalty (if any)	Seller	Seller	Seller	Seller
Next month PITI payment		Buyer	Buyer	Buyer
Prepaid interest (approx. 30 days)		Buyer	Buyer	Buyer
FHA MIP, VA funding fee PMI premium		Buyer	Buyer	Buyer
Reserve account balance (credit seller/debit buyer				
Assessments payoff / proration (sewer paving etc.	Seller			
Taxes	Prorate	Prorate	Prorate	Prorate
Tax impounds	Buyer	Buyer	Buyer	Buyer
Tax service contract		Seller	Seller	Buyer
Fire / hazard insurance	Buyer	Buyer	Buyer	Buyer
Flood insurance (if applicable)		Buyer	Buyer	Buyer
HOA transfer fee	Split	Split	Split	Split
HOA disclosure fee	Seller	Seller	Seller	Seller
Current HOA payment	Prorate	Prorate	Prorate	Prorate
Next month HOA payment	Buyer	Buyer	Buyer	Buyer
Home warranty premium (negotiable)				Buyer
Real estate agents' commission	Seller	Seller	Seller	Seller
Homeowners title policy (negotiable)	Seller	Seller	Seller	Seller
Loan title policy & endorsements		Buyer	Buyer	Buyer
Account servicing set-up fee (negotiable)		Buyer	Buyer	Buyer
Escrow fee	Split	Split	Split	Split
Title insurance (negotiable)	Seller	Seller	Seller	Seller
Recording fee (flat rate)	Split	Split	Split	Buyer
Courier / express mail fees	Split	Split	Split	Split
Wire fees	Split	Split	Split	Split
Email loan documents		Buyer	Seller	Buyer







MOVING Checklist

MELANIE LUCERO & MICHAEL BOYCE

YOUR LOCAL REAL ESTATE PROFESSIONALS

ON YOUR NEW HOME
AND THE WONDERFUL
MEMORIES IT WILL HOLD!

MOVING DATE



THE M GROUP

CONTACT INFO

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com

2 MONTHS OUT

- Create a budget for moving expenses
- Make an inventory of everything to be moved
- Sort cabinets, closets, and drawers
- Donate any unwanted items
- Book the moving elevator
- Confirm parking arrangement for truck
- Contact insurance company to transfer policies
- Take pictures around the home
- Take photos of electronics before unplugging
- Measure doorways, stairways, and elevators to make sure all your furniture will fit

1 MONTH OUT

- Gather moving supplies
- Contact current services to move or cancel
- Contact services in the new area to set up
- Start packing items that aren't used
- Gather all important documents
- Prepare a list of emergency service technicians and preferred providers

2 WEEKS OUT

- Complete repairs
- Create an inventory of boxes
- Return rentals & borrowed items
- Back up your computer
- Send change of address cards
- Arrange for childcare/petcare
- Pick up dry cleaning & items being repaired

1 WEEK OUT

- Deep clean
- Check the weather channel
- Set an appointment with a locksmith

MOVING DAY

- Do a final walkthrough
- Do a final cleaning
- Dispose of trash
- Put pets in a safe place
- Inform the movers of special instructions

PACK AN ESSENTIAL BOX

- Water bottles & snacks
- Important medications
- Important documents
- Clean sheets
- Toiletries & toilet paper
- Cell phone chargers
- Cash & valuables
- Pajamas, clean clothes, sheets & towels

tips

- ✓ Wrap your fragile items in clothes, linens, and towels instead of bubble wrap
- ✓ Take photos when taking furniture apart
- ✓ Label the boxes in detail, on several sides
- Cover the openings of your toiletries with saran wrap, then put the tops back on
- ✓ Check if your homeowners' insurance policy covers your stuff when moving



ON YOUR NEW HOME
AND THE WONDERFUL
MEMORIES IT WILL HOLD!

MOVING DATE



Melanie Lucero & Michael Boyce

YOUR LOCAL
REAL ESTATE AGENT PROFESSIONALS

CONTACT INFO

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com

Moving CHECKLIST

2 MONTHS OUT

- Create a budget for moving expenses
- Make an inventory of everything to be moved
- Sort cabinets, closets, and drawers
- Donate any unwanted items
- Book the moving elevator
- Confirm parking arrangement for truck
- Contact insurance company to transfer policies
- Take pictures around the home
- Take photos of electronics before unplugging
- Measure doorways, stairways, and elevators to make sure all your furniture will fit

1 MONTH OUT

- Gather moving supplies
- Contact current services to move or cancel
- Contact services in the new area to set up
- Start packing items that aren't frequently used
- Gather all important documents
- Prepare a list of emergency service technicians and preferred providers

2 WEEKS OUT

- Complete repairs
- Create an inventory of boxes
- Return rentals & borrowed items
- Pick up dry cleaning & items being repaired
- Back up your computer
- Send change of address cards
- Arrange for childcare/petcare

1 WEEK OUT

- Deep clean
- Check the weather channel
- Set an appointment with a locksmith

MOVING DAY

- Do a final walkthrough
- Do a final cleaning
- Dispose of trash
- Put pets in a safe place
- Inform the movers of special instructions

PACK AN ESSENTIAL BOX

- Water bottles & snacks
- Important medications
- Important documents
- Pajamas, clean clothes & towels
- Clean sheets
- Toiletries & toilet paper
- Cell phone chargers
- Cash & valuables

tips

- Wrap your fragile items in clothes, linens, and towels instead of bubble wrap
- ✓ Take photos when taking furniture apart
- Label the boxes in detail, on several sides
- Cover the openings of your toiletries with saran wrap, then put the tops back on
- ✓ Check if your homeowners' insurance policy covers your stuff when moving



ON YOUR NEW HOME
AND THE WONDERFUL
MEMORIES IT WILL HOLD!

MOVING DATE



MICHAEL BOYCE
YOUR LOCAL REAL ESTATE PROFESSIONAL

CONTACT INFO

540-870-0714 office Mike@TheMGroupVA.com www.TheMGroupVA.com

MOVING Checklist

2 MONTHS OUT

- Create a budget for moving expenses
- Make an inventory of everything to be moved
- Sort cabinets, closets, and drawers
- Donate any unwanted items
- Book the moving elevator
- Confirm parking arrangement for truck
- Contact insurance company to transfer policies
- Take pictures around the home
- Take photos of electronics before unplugging
- Measure doorways, stairways, and elevators to make sure all your furniture will fit

1 MONTH OUT

- Gather moving supplies
- Contact current services to move or cancel
- Contact services in the new area to set up
- Start packing items that aren't used
- Gather all important documents
- Prepare a list of emergency service technicians and preferred providers

2 WEEKS OUT

- Complete repairs
- Create an inventory of boxes
- Return rentals & borrowed items
- Back up your computer
- Send change of address cards
- Arrange for childcare/petcare
- Pick up dry cleaning & items being repaired

1 WEEK OUT

- Deep clean
- Check the weather channel
- Set an appointment with a locksmith

MOVING DAY

- Do a final walkthrough
 - Do a final cleaning
- Dispose of trash
- Put pets in a safe place
- Inform the movers of special instructions

PACK AN ESSENTIAL BOX

- Water bottles & snacks
- Important medications
- Important documents
- Clean sheets
- Toiletries & toilet paper
- Cell phone chargers
- Cash & valuables
- Pajamas, clean clothes, sheets & towels

typs

- Wrap your fragile items in clothes, linens, and towels instead of bubble wrap
- ✓ Take photos when taking furniture apart
- ✓ Label the boxes in detail, on several sides
- ✓ Cover the openings of your toiletries with saran wrap, then put the tops back on
- Check if your homeowners' insurance policy covers your stuff when moving

Moving CHECKLIST

2 MONTHS OUT

- Create a budget for moving expenses
- Make an inventory of everything
- Sort cabinets, closets, and drawers
- Donate any unwanted items
- Book the moving elevator
- Confirm parking arrangement for truck
- Contact insurance company to transfer policies
- Take pictures around the home
- Take photos of electronics before unplugging
- Measure doorways, stairways, and elevators to make sure all your furniture will fit

1 MONTH OUT

- Gather moving supplies
- Contact current services to move or cancel
- Contact services in the new area to set up
- Start packing items that aren't frequently used
- Gather all important documents
- Prepare a list of emergency service technicians and preferred providers

2 WEEKS OUT

- Complete repairs
- Create an inventory of boxes
- Return rentals & borrowed items
- Pick up dry cleaning & items being repaired
- Back up your computer
- Send change of address cards
- Arrange for childcare/petcare

1 WEEK OUT

- Deep clean
- Check the weather channel
- Set an appointment with a locksmith

MOVING DAY

- Do a final walkthrough
- Do a final cleaning
- Dispose of trash
- Put pets in a safe place
- Inform the movers of special instructions

PACK AN ESSENTIAL BOX

- Water bottles & snacks
- Important medications
- Important documents
- Pajamas, clean clothes & towels
- Clean sheets
- Toiletries & toilet paper
- Cell phone chargers
- Cash & valuables

typs

- ✓ Wrap your fragile items in clothes, linens, and towels instead of bubble wrap
- Take photos when taking furniture apart
- Label the boxes in detail, on several sides
- Cover the openings of your toiletries with saran wrap, then put the tops back on
- Check if your homeowners' insurance policy covers your stuff when moving







Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

ON YOUR NEW HOME
AND THE WONDERFUL
MEMORIES IT WILL HOLD!

MOVING DATE



CONTACT INFO

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com

CHANGE OF Checklist

HOME SERVICES

- Water and sewer company
- Gas company
- Electrical company
- Telephone
- Cable provider
- Internet provider
- Garbage & recycling
- Pool maintenance
- Home security company
- Residental propane delivery
- Septic system maintenance

GOVERNMENT AGENCIES

- US Postal Service
- Internal revenue service
- Voter registration
- State Department of taxation
- Department of motor vehicles
- Tax commissioner
- Social security administration
- Medicare administration
- Business license office

Ranks

FINANCES

- Banks
- Credit unions
- Loan companies
- Credit card companies
- Student loans
- Financial aid
- Investment broker
- Retail credit account services

COMMUNITY

- Employers
- Schools
- PTA
- Daycare providers
- Church, synagogue etc.
- HOA, condo association etc.
- Charitable organizations
- Country club
- Health club/gym
- Alumni organizations
- Fraternal organizations
- Civic cubs and organizations
- Professional memberships
- Pet groomer
- Community groups

INSURANCE

- Health insurance
- Life insurance
- Homeowne's insurance
- Car insurance
- Dental insurance

RESIDENTAL SERVICES

- Maid service
- Lawn and garden service
- Pool maintenance
- Pest control



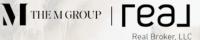
CHANGE OF ADDRESS Checklist

	<u>Phone</u>		<u>Phone</u>
HOME SERVIC	ES	FINANCES	
Water and sewer co Gas company Electrical company Telephone Cable provider Internet provider Garbage & recycling Pool maintenance Home security com Residental propane	pany	 Banks Credit unions Loan companies Credit card companies Student loans Financial aid Investment broker Retail credit account services GOVERNMENT SERVICION	ES
Septic system main	tenance	US Postal ServiceInternal revenue service	
COMMUNITY Employers Schools PTA Daycare providers Church, synagogue HOA, condo associa Charitable organiza Country club Health club/gym Alumni organizatior Fraternal organizati Civic cubs and organ Professional memb Pet groomer	ntion etc. tions ns ons nizations	Voter registration State Department of taxation Department of motor vehicles Local or county tax commissioner Social security administration Medicare administration Business license office INSURANCE Health insurance Life insurance Homeowner's insurance Car insurance Dental insurance	
RESIDENTAL S Maid service Lawn and garden service Pool maintenance		NOTES	
Pest control			

540-870-0714 office Mike@TheMGroupVA.com

www.TheMGroupVA.com





PRE-INSPECTION Checklist

ELECTRICAL

- No aluminum cable for branch circuits
- Heating/cooling system
- Appears to operate well throughout (good air flow)
- Flues: no open seams, slopes up to chimney connection
 Water flow in sink adequate
- No rust around cooling unit
- No combustion gas odor
- Air filters clean
- Ductwork in good condition
- No asbestos on heating pipes, water pipes or air ducts
- Separate flues for gas/oil/propane and wood/coal
- Visible wiring: in good condition, no "knob-and-tube" wiring, no exposed splices, cables secured and protected
- Service panel: adequate capacity, all cables attached to panel with cable connectors; fuses or breakers are not overheating

MISCELLANEOUS

- No evidence of moisture
- Stairway treads and risers solid
- Stair handrails where needed and in good condition
- Basement or mechanical room
- Insulation at rim/band joists
- Smoke and carbon monoxide detectors were required by local ordinances
- Automatic garage door opener operates properly, stops properly for obstacles
- Exposed foundation; no stains, no major cracks, no flaking, no efflorescence
- Visible structural wood: no sagging, no damage, no decay, no stains, no damage from insects, sills attached to foundation with anchor bolts

PLUMBING

- Water pump: does not short cycle
- Galvanized pipes do not restrict water flow
- Water fixtures functioning properly
- Water heater: no signs of rust, appropriately vented, sized to produce adequate quantities of hot water for the number of bedrooms in the house
- Visible pipes: no damage, no evidence of leaks, no signs of stains on materials near pipes; drain pipes slope slightly down towards outlet to septic/sewage system

KITCHEN

- Built-in appliances operate properly
- No leaks in pipes under sinks
- Floor in cabinet under sink solid, no stains or decay
- Water flow in sink adequate
- Working exhaust fan that is vented to the exterior of the building
- Ground fault circuit interrupter ("GFCI") protection for electrical outlets within 6 feet of the sinks
- Dishwasher: drains properly, no leaks, baskets, door spring operates properly
- No excessive rust or deterioration on garbage disposal or waste pipes
- Cabinets in good condition: doors and drawers operate properly

BATHROOM

- Working fan that doesn't terminate in the attic space
- Adequate flow and pressure at all fixtures
- Sink, tub, and shower drain properly
- Plumbing and cabinet floor in good condition
- Toilet operates properly
- Toilet stable, no rocking, no stains around the base
- Tub or shower tiles secure, wall surface solid
- Caulking in good condition inside and outside of the tub
- No stains or evidence of past leaking around base
- If the sink is metal, it shows no signs of rust, overflow drain doesn't leak

HVAC SYSTEM

- Ridge and fascia board lines appear straight and level
- Sides of house appear straight, not bowed or sagging
- Window and door frames appear square
- Visible foundation in good condition appears straight, plumb, with no cracks

SAFETY CHECK

- Carbon monoxide detectors
- Adequate outdoor lighting
- Smoke detectors
- Circuit breakers





YOUR LOCAL REAL ESTATE PROFESSIONAL



540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com



OUTSIDE YARD

- Proper grading drainage away from the house
- No evidence of standing water
- No leaks from septic system (if applicable)
- Yard, landscaping and walkways are in good condition
- No branches or bushes touching house
- No evidence of pest Infestation, fungus or rot
- Driveways, sidewalks, patios in good condition
- Downspout drainage directed away from home
- Exterior structures are in good condition
- Railings on stairs and decks are adequate, secure and meet building codes

STRUCTURE

- Ridge and fascia board lines appear straight and level
- Sides of house appear straight, not bowed or sagging
- Window and door frames appear square
- Visible foundation in good condition appears straight, plumb, with no cracks

EXTERIOR SURFACES

- Siding: no cracking, curling, loose, rot or decay
- Masonry veneers: No cracks, no broken components
- Stucco: No large cracks
- Vinyl siding: no dents, no bowing or loose siding
- No vines on the surface of the structure
- Exterior paint or stain: no flaking or blisters
- No stains on exterior surfaces
- Adequate clearance between ground and wood siding materials (6" minimum); no wood-to-earth contact

ATTIC

- No stains on underside of roofing
- No evidence of decay or damage to structure
- No open electrical splices
- Sufficient and properly installed insulation
- No plumbing, exhaust or appliance vents terminating in attic
- Adequate ventilation, clear path into attic for air entering through soffit vents, adequately sized gable end louvers, all mechanical ventilation operational

ROOF

- Composition shingles: no curling, no cupping, no loss of granulation particulate, no broken, damaged or missing shingles, no more than two layers of roofing
- Wood shingles or shakes: no mold, rot or decay, no cracked/broken/missing shingles, no curling
- Flat roofs: no apparent patches, no cracks, minimal blisters/"alligatoring" and wrinkles, no silt deposits (indicates improper drainage), sealed tar at flashings
- Flashing around roof penetrations
- No evidence of excess roofing cement/tar/caulk
- Soffits and fascia: no decay, no stains
- Exterior venting for eave areas: vents are clean and not painted over
- Chimneys: straight, properly flashed, no evidence of damaged bricks or cracked joints, mortar/cement cap in good condition
- Gutters: no decay or rust, joints sealed, attached securely to structure, no bending or sagging, no sections of gutter or downspout missing, gutters clean, no mud deposits

WINDOWS, DOORS

- Joints around frames are caulked
- Replace damaged screens and windowpanes
- Storm windows or thermal glass used
- Drip caps installed over windows
- Wood frames and trim pieces are secure, no cracks, rot or decay

CRAWL SPACE

- Adequately vented to exterior
- No evidence of insect damage
- No evidence of moisture damage
- Insulation on exposed water supply, waste and vent pipes
- Insulation between crawl space and heated areas, installed with vapor barrier towards heated area

BASEMENT

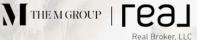
- No evidence of moisture
- No evidence of water damage to above floor
- Sump pump operates properly











STAGING Checklist

GENERAL

- Remove all unnecessary items to create space
- Remove all toys, pet bowls crates, etc.
- Deep clean & declutter all areas
- Open curtains and use natural light
- Replace lightbulbs if needed
- Hide bad views with semi-sheer curtains
- Remove any personal photos
- Remove signs of any political or
- Religious preferences & newspapers
- Use fresh flowers
- Clean all mirrors and windows
- Vacuum carpets and polish floors
- Hide remote controls and chargers
- Hide electrical cords and cables
- Turn off & clean ceiling fans
- Remove seasonal decor
- Move furniture around to make room look more spacious

BEDROOMS

- Make all beds and use solid color beddings
- Arrange decorative pillows
- Put away clothing & shoes

EXTERIOR

- Ensure vehicles cannot be seen
- Ensure pool Is clean
- Remove all pool toys, cleaners & poles
- Remove weeds & tidy up garden/planted areas
- Place a high quality yard ornament
- Sweep up debris remove all gardening equipmens

KITCHEN

- Clear the countertops
- Remove all rugs & towels
- Clear the table
- Hide cleaning supplies
- Remove magnets from refrigerator
- Clean the light-switch plates
- Clean the appliances
- Hide garbage can
- Place a cookbook on the kitchen counter
- Place a bouquet of flowers
- Use simple decoration items

BATHROOMS

- Clear countertops of clutter
- Ensure toilet roll is full
- Remove all toiletries & cleaning supplies
- Hang fresh towels & remove non-matching towels

LIVING ROOM

- Turn off tv & put remotes away
- Organize shelves nicely
- Deep clean & declutter all areas
- Remove all toys/fans/game consoles, etc

DINING ROOM

- Add centerpiece, candles
- Arrange chairs neatly
- Place flowers on table







HOME IMPROVEMENTS Checklist

BEFORE YOU START

- Clearly outline the purpose and objectives of your home improvement project.
- Establish a realistic budget, factoring in materials, labor, permits, and contingencies.
- Conduct thorough research on the project, including materials, techniques, and potential challenges.
- Check local building codes and regulations to determine if permits are needed.
- Identify potential hazards and implement safety measures for the duration of the project.

PLANNING PHASE

- Create detailed plans, sketches, or blueprints that illustrate the project's scope.
- Choose appropriate materials based on quality, durability, and your design preferences.
- If needed, hire experienced contractors or tradespeople and check their references.
- Establish a realistic timeline with milestones and deadlines for each phase.
- Draft a comprehensive contract specifying all project details, costs, timelines, and payment schedules.
- Verify that your contractor carries insurance for the project, including liability and workers' compensation.

DURING THE PROJECT

- Stay informed about daily progress and address any issues promptly.
- Ensure workmanship meets your standards and adheres to the project design.
- Maintain open communication with contractors and tradespeople throughout the project.
- Keep meticulous records of contracts, receipts, permits, and any changes to the original plan.
- Prepare for unexpected delays, material shortages, or other unforeseen challenges.
- Arrange for inspections at critical stages to catch errors or discrepancies early.

FINAL STAGES

- Conduct a thorough inspection of the completed project to ensure it meets your specifications.
- Create a list of any remaining tasks or deficiencies that need attention.
- Ensure all payments are made in accordance with the contract and only after satisfactory completion.
- Discuss warranties for materials and workmanship and create a maintenance plan.
- Arrange for the removal of construction debris and a thorough clean-up of the work area.

AFTER COMPLETION

- Move back into or utilize the renovated area and enjoy the results of your hard work.
- Provide constructive feedback to your contractor for future reference.
- Take time to reflect on the project, noting what went well and what could be improved for the future.







HOME IMPROVEMENTS Checklist

HVAC, ELECTRICAL AND PLUMBING

- Inspect existing HVAC systems for necessary repairs or upgrades.
- Ensure electrical systems are compliant with local codes, and coordinate with licensed electricians.
- Evaluate plumbing systems, addressing any leaks, blockages, or necessary upgrades.
- Schedule professional inspections and maintenance for HVAC, electrical, and plumbing systems regularly.

FRAMING AND DRYWALL

- Verify that framing work aligns with structural plans to ensure long-term integrity.
- Install drywall according to specifications, considering wall and ceiling materials, thickness, and type.
- Apply drywall compound and finish it smoothly, sanding and priming as needed for paint or other finishes.
- Inspect drywall for any imperfections and address them before finishing.

CABINETS & FIXTURES

- Install cabinets, countertops, and fixtures precisely according to design plans.
- Check the functionality of cabinet doors, drawers, and fixtures, making any necessary adjustments.
- Verify that countertops are securely anchored and level.
- Caulk and seal fixtures to prevent moisture penetration and leaks.

DOORS & WINDOWS

- Install doors and windows securely, aligning them with the framing for a snug fit.
- Verify that doors are weatherproofed with proper insulation and sealing.
- Test the functionality of doors, including locks, handles, and hinges.
- Ensure windows are sealed, and they open and close smoothly, addressing any drafts.

FLOORING

- Choose appropriate flooring materials based on the room's function, such as hardwood, tile, or carpet.
- Ensure proper subfloor preparation, including leveling and moisture protection.
- Install flooring materials carefully, adhering to manufacturer guidelines.
- Inspect for evenness, gaps, or inconsistencies and address them before completing the project.

TRIM & FINISH WORK

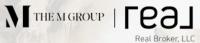
- Install baseboards, crown molding, and other trim elements meticulously, aligning them with walls and ceilings.
- Fill gaps and nail holes, sand, and finish trim for a polished appearance.
- Double-check that trim work enhances the overall aesthetics of the space.



Melanie Lucero

YOUR LOCAL REAL ESTATE PROFESSIONAL





HOME Checklist MAINTENANCE

Spring

- Get your heating system inspected
- Replace the batteries in detectors
- Give your house a deep clean
- Check sprinkler and irrigation systems
- Inspect sidewalks and driveway
- Check seals around doors and windows
- Clean out your gutters
- Powerwash windows, siding & driveway
- Vacuum your refrigerator coils
- Polish wood furniture
- Clear dead plants
- Repair damaged window screens

Fall

- Get your heating system inspected
- Drain and winterize outdoor spigots
- Clean refrigerator and freezer
- Schedule a chimney inspection and cleaning
- Clean your fireplace
- Seal your outdoor surface areas
- Replace your furnace air filter
- Check fire extinguishers & have a safety kit
- Turn off outside hose bibs
- Clean gutters and check roof
- Winterize air conditioning systems
- Flush water heater and remove sediment.

Summes,

- Clean and repair deck/patio
- Dust the ceiling fan blades
- Inspect plumbing for leaks
- Get your cooling system ready
- Check and clean dryer vent
- Landscape your lawn and garden
- Take care of any insect problems
- Clean your garage
- Check and repair tiles throughout your house
- Clean out window wells of debris
- Check driveway for cracks
- Check the attic for holes
- Deep clean your laundry room

Winter

- Cover outdoor air-conditioning units
- Tighten any handles or doorknobs
- Check all locks and deadbolts
- Remove showerheads and clean
- Check gutters for ice dams
- Trim overhanging tree branches
- Drain and winterize outdoor spigots
- Test smoke and carbon monoxide detectors
- Inspect grout and caulking
- Clean refrigerator and freezer
- Test your sump pump
- Clean drains in sinks & showers
- Run waters and flush toilets.





HOME Checklist MAINTENANCE

Spring

- Get your heating system inspected
- Replace the batteries in detectors
- Give your house a deep clean
- Check sprinkler and irrigation systems
- Inspect sidewalks and driveway
- Check seals around doors and windows
- Clean out your gutters
- Powerwash windows, siding & driveway
- Vacuum your refrigerator coils
- Polish wood furniture
- Clear dead plants
- Repair damaged window screens

Summer

- Clean and repair deck/patio
- Dust the ceiling fan blades
- Inspect plumbing for leaks
- Get your cooling system ready
- Check and clean dryer vent
- Landscape your lawn and garden
- Take care of any insect problems
- Clean your garage
- Check and repair tiles throughout your house

YOUR LOCAL REAL ESTATE

- Clean out window wells of debris
- Check driveway for cracks
- Check the attic for holes
- Deep clean your laundry room

Fall

- Get your heating system inspected
- Drain and winterize outdoor spigots
- Clean refrigerator and freezer
- Schedule a chimney inspection and cleaning
- Clean your fireplace
- Seal your outdoor surface areas
- Replace your furnace air filter
- Check fire extinguishers & have a safety kit
- Turn off outside hose bibs
- Clean gutters and check roof
- Winterize air conditioning systems
- Flush water heater and remove sediment

Winter

- Cover outdoor air-conditioning units
- Tighten any handles or doorknobs
- Check all locks and deadbolts
- Remove showerheads and clean
- Check gutters for ice dams
- Trim overhanging tree branches
- Drain and winterize outdoor spigots
- Test smoke and carbon monoxide detectors
- Inspect grout and caulking
- Clean refrigerator and freezer
- Test your sump pump
- Clean drains in sinks & showers
- Run waters and flush toilets





Spring CHECKLIST



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

Motes

CONTACT INFO

540-870-0714 office Mike@TheMGroupVA.com www.TheMGroupVA.com



EXTERIOR

- Remove debris and leaves that may have accumulated.
- Check for any damage or loose gutter components.
- Inspect for any damage caused by winter weather.
- Look for missing or damaged shingles.
- Wash windows and replace any damaged screens.
- Check for drafts and reseal if necessary.
- Look for peeling or chipped paint and plan for touch-ups.
- Prune overgrown branches and bushes.
- Remove any dead plants or trees.

INTERIOR

- Schedule professional maintenance for your HVAC system.
- Replace filters.
- Replace batteries and ensure proper functioning.
- Declutter and clean each room thoroughly.
- Donate items you no longer need.
- Check for leaks under sinks and around toilets.
- Ensure water heaters and pipes are in good condition.
- Remove lint buildup to prevent fire hazards.
- Clean refrigerator coils for optimal efficiency.
- Change filters and clean vents.
- Inspect seals around windows and doors.
- Replace any damaged weatherstripping.
- If applicable, schedule a chimney sweep and inspection.

- Trim bushes and trees.
- Fertilize the lawn and garden beds.
- Add seasonal flowers to enhance your curb appeal.
- Clean and inspect outdoor furniture for any needed repairs.
- Consider applying a fresh coat of paint or sealant.Check for leaks, adjust sprinkler heads, and set watering schedules.
- Apply a layer of fresh mulch to retain moisture and deter weeds.

Summer CHECKLIST



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

Notes

CONTACT INFO

540-870-0714 office Mike@TheMGroupVA.com www.TheMGroupVA.com



EXTERIOR

- Remove debris and leaves to prevent clogging.
- Ensure downspouts direct water away from the foundation.
- Inspect for any damage or missing shingles.
- Look for signs of wear and tear.
- Look for peeling or chipped paint and plan for touch-ups.
- Prune overgrown branches away from the house.
- Remove any dead plants or trees.
- Wash windows and replace any damaged screens.
- Check for drafts and reseal if necessary.
- Clean grill grates and check gas lines for gas grills.

INTERIOR

- Schedule professional maintenance for your AC system.
- Replace air filters.
- Replace batteries and ensure proper functioning.
- Check for leaks under sinks and around toilets.
- Ensure water heaters and pipes are in good condition.
- Declutter and clean each room thoroughly.
- Consider rotating seasonal items in storage.
- Ensure proper insulation to maintain a comfortable temperature.
- Look for signs of pests or damage.
- Change HVAC filters and clean vents.
- Reverse the direction for summer cooling.
- Dust and clean fan blades.

- Adjust sprinkler systems based on weather conditions.
- Deep water plants to encourage healthy root systems.
- Mow the lawn regularly at the appropriate height.
- Fertilize as needed.
- Clean and inspect outdoor furniture for any needed repairs.
- Consider applying a fresh coat of paint or sealant.
- Inspect for signs of pests and take appropriate measures.
- Check for wasp nests and address them promptly.
- Check for any loose or damaged boards.
- Clean and apply a fresh coat of sealant or paint.

Fall HOME MAINTENANCE CHECKLIST



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

Notes

CONTACT INFO

540-870-0714 office Mike@TheMGroupVA.com www.TheMGroupVA.com



EXTERIOR

- Remove debris and leaves to prevent clogging.
- Check for any leaks and make necessary repairs.
- Inspect for damaged or missing shingles.
- Look for signs of wear and tear.
- Trim branches away from the house to prevent damage.
- Inspect the exterior for gaps and seal with caulk.
- Check for drafts and seal gaps with weatherstripping.
- Drain the water heater to remove sediment.
- Test and ensure the sump pump is working properly.

INTERIOR

- Schedule a professional to service your heating system.
- Replace filters in furnaces.
- Replace batteries and ensure proper functioning.
- Schedule a chimney sweep to remove creosote buildup.
- Apply weatherstripping or use draft stoppers to seal windows.
- Ensure proper insulation in attics and crawl spaces.Remove lint buildup to prevent fire hazards.
- Clean coils for optimal efficiency.
- Clean and prepare humidifiers for winter use.

- Clean and store outdoor furniture to prevent damage.
- Drain and turn off sprinkler systems to prevent freezing.
- Aerating allows nutrients to reach the roots more effectively.
- Add seasonal plants to your garden for a burst of color.
- Clean, sharpen, and store garden tools for winter.

Winter CHECKLIST



Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

Notes

CONTACT INFO

540-870-0714 office Melanie@TheMGroupVA.com www.TheMGroupVA.com



EXTERIOR

- Remove debris and leaves to prevent clogging.
- Check for any leaks and make necessary repairs.
- Inspect for damaged or missing shingles.
- Look for signs of wear and tear.
- Trim branches away from the house to prevent damage.
- Inspect the exterior for gaps and seal with caulk.
- Check for drafts and seal gaps with weatherstripping.
- Drain the water heater to remove sediment.
- Test and ensure the sump pump is working properly.

INTERIOR

- Schedule a professional to service your heating system.
- Replace filters in furnaces.
- Replace batteries and ensure proper functioning.
- Schedule a chimney sweep to remove creosote buildup.
- Apply weatherstripping or use draft stoppers to seal windows.
- Ensure proper insulation in attics and crawl spaces.Remove lint buildup to prevent fire hazards.
- Clean coils for optimal efficiency.
- Clean and prepare humidifiers for winter use.

- Clean and store outdoor furniture to prevent damage.
- Drain and turn off sprinkler systems to prevent freezing.
- Aerating allows nutrients to reach the roots more effectively.
- Add seasonal plants to your garden for a burst of color.
- Clean, sharpen, and store garden tools for winter.

Inspection CHECKLIST

DDRESS:			
OATE:			
EXTERIOR	Bad	Okay	Good
Back doors	\bigcirc	\bigcirc	\bigcirc
Front doors			\bigcirc
Garage doors	\bigcirc	\bigcirc	\bigcirc
Deck, porch, patio			\bigcirc
Doorbell	\bigcirc	\bigcirc	\bigcirc
Driveway			
Garbage receptacle			\bigcirc
Recycling receptacle			
House numbers			
Mailbox	Ö	Ŏ	Ŏ
Outdoor lights	Ŏ	Ŏ	Ŏ
Paint & trim		Ō	Ö
Parking	$\overline{\bigcirc}$	Ŏ	Ŏ
Sidewalks	\bigcirc		Ö
Sidings		O	O
Windows			
YARD	Bad	Okay	
Drainage		<u> </u>	0
Fences & gates			
Retaining wall		O	Ö
Shed			
Sprinklers			
Swimming pool			
ROOF	Bad	Okay	
Chimney	\circ	\circ	\circ
Gutters & downspouts	\bigcirc		0
Soffits & Fascia	<u> </u>	<u> </u>	<u> </u>
STAIRS	Bad	Okay	Good
Floors	0	0	0
Landing	\bigcirc		\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Railing	\bigcirc	\bigcirc	\bigcirc
Treads	\bigcirc	\bigcirc	\bigcirc
Walls			\bigcirc







Inspection CHECKLIST

KITCHEN	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling	\bigcirc		\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	\bigcirc
Walls	\bigcirc	\bigcirc	\bigcirc
Doors	\bigcirc		\bigcirc
Windows	\bigcirc	\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc	\bigcirc	\bigcirc
Cabinets & drawers	\bigcirc	\bigcirc	\bigcirc
Countertops	\bigcirc	\bigcirc	\bigcirc
Sink	\bigcirc	\bigcirc	\bigcirc
Dishwasher	\bigcirc	\bigcirc	\bigcirc
Garbage disposal	\bigcirc	\bigcirc	\bigcirc
Oven	\bigcirc	\bigcirc	\bigcirc
Stove	\bigcirc		\bigcirc
Refrigerator	\bigcirc	\bigcirc	\bigcirc
Smoke detectors	\bigcirc		\bigcirc
GFCI outlet	\bigcirc	\bigcirc	\bigcirc

DINING ROOM	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	\bigcirc
Walls	\bigcirc	\bigcirc	\bigcirc
Doors	\bigcirc	\bigcirc	\bigcirc
Closets		\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc	\bigcirc	\bigcirc

UTILITIES	Bad	Okay	Good
Air conditioning	\bigcirc	\bigcirc	\bigcirc
Circuit breakers			
Drainage	\bigcirc	\bigcirc	\bigcirc
Water heater		\bigcirc	
Furnace		\bigcirc	\bigcirc
Main electrical panel		\bigcirc	

LIVING ROOM	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling	\bigcirc		\bigcirc
Ceiling fan	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	\bigcirc
Walls			\bigcirc
Doors	\bigcirc	\bigcirc	\bigcirc
Windows			\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc		\bigcirc

BASEMENT	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling			
Lights		\bigcirc	\bigcirc
Switches			
Trim	\bigcirc	\bigcirc	\bigcirc
Doors			\bigcirc
Floors		\bigcirc	\bigcirc
Windows		\bigcirc	\bigcirc
Foundation		\bigcirc	\bigcirc
Stairs		\bigcirc	\bigcirc
Storage		\bigcirc	\bigcirc
Sump pump		\bigcirc	
Washer / dryer		\bigcirc	\bigcirc

ATTIC	Bad	Okay	Good
Insulation		\bigcirc	
Ladder		\bigcirc	
Ventilation	\bigcirc	\bigcirc	\bigcirc

STAIRS	Bad	Okay	Good
Floors	\bigcirc	\bigcirc	\bigcirc
Landing	\bigcirc	\bigcirc	
Lights	\bigcirc	\bigcirc	\bigcirc
Railing	\bigcirc		
Treads	\bigcirc	\bigcirc	\bigcirc
Walls	\bigcirc		\bigcirc

INO I LO.	

NOTES:

Inspection CHECKLIST

BEDROOM 1	Bad	Okay	Good
Baseboards		\bigcirc	\bigcirc
Ceiling	\bigcirc	\bigcirc	\bigcirc
Ceiling fan	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	\bigcirc
Walls	\bigcirc		
Doors	\bigcirc	\bigcirc	\bigcirc
Windows		\bigcirc	
Lights	\bigcirc	\bigcirc	\bigcirc
Switches			
Closet	\bigcirc	\bigcirc	\bigcirc

BEDROOM 2	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling		\bigcirc	\bigcirc
Ceiling fan		\bigcirc	\bigcirc
Floors			\bigcirc
Trim		\bigcirc	\bigcirc
Walls		\bigcirc	\bigcirc
Doors		\bigcirc	\bigcirc
Windows		\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches			
Closet	\bigcirc	\bigcirc	\bigcirc

BEDROOM 3	Bad	Okay	Good
Baseboards	\bigcirc	\bigcirc	\bigcirc
Ceiling	\bigcirc	\bigcirc	\bigcirc
Ceiling fan	\bigcirc	\bigcirc	\bigcirc
Floors		\bigcirc	
Trim	\bigcirc	\bigcirc	\bigcirc
Walls			
Doors	\bigcirc	\bigcirc	\bigcirc
Windows	\bigcirc	\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches			
Closet	\bigcirc	\bigcirc	\bigcirc

BATHROOM 1	Bad	Okay	Good
Ceiling	\bigcirc	\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	
Doors	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	
Windows	\bigcirc	\bigcirc	\bigcirc
Cabinets & drawers	\bigcirc	\bigcirc	\bigcirc
Sink	\bigcirc	\bigcirc	\bigcirc
Toilet	\bigcirc		\bigcirc
Tub / shower	\bigcirc	\bigcirc	\bigcirc

BATHROOM 2	Bad	Okay	Good
Ceiling	\bigcirc	\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc	\bigcirc	\bigcirc
Trim	\bigcirc	\bigcirc	\bigcirc
Doors	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Windows	\bigcirc	\bigcirc	\bigcirc
Cabinets & drawers	\bigcirc	\bigcirc	\bigcirc
Sink	\bigcirc	\bigcirc	\bigcirc
Toilet	\bigcirc	\bigcirc	\bigcirc
Tub / shower	\bigcirc	\bigcirc	\bigcirc

BATHROOM 3	Bad	Okay	Good
Ceiling		\bigcirc	\bigcirc
Lights	\bigcirc	\bigcirc	\bigcirc
Switches	\bigcirc	\bigcirc	\bigcirc
Trim		\bigcirc	\bigcirc
Doors	\bigcirc	\bigcirc	\bigcirc
Floors	\bigcirc	\bigcirc	\bigcirc
Windows	\bigcirc	\bigcirc	\bigcirc
Cabinets & drawers	\bigcirc	\bigcirc	\bigcirc
Sink	\bigcirc	\bigcirc	\bigcirc
Toilet		\bigcirc	
Tub / shower	\bigcirc	\bigcirc	\bigcirc

NOTES:	 	 	



FINANCIAL CHECKUP

- Review your credit score, savings, and overall financial health.
- Consider your down payment, closing costs, and monthly mortgage payments.

Establish a realistic budget

- Put some money away each month to maintain an emergency fund.
- Consult a mortgage professional to establish your borrowing capacity.
- Gather the required documentation and get pre-approval.

HOUSE HUNTING

- List essential features (must-haves) and desirable features (nice-to-haves) and deal breakers
- Choose an experienced real estate agent to guide you through the process.
- Explore potential neighborhoods, considering factors like schools, amenities, and commute.
- Attend open houses to get a feel for different properties and neighborhoods.
- Work with your agent to schedule private showings for properties that align with your criteria.
- Keep a record of each property visit, noting pros, cons, and potential deal-breakers.
- Analyze recent sales to determine property values for competitive offers.

MAKING AN OFFER

- Analyze recent sales to determine property values for competitive offers.
- Stay informed about market trends and conditions in your target area.
- Collaborate with your agent for a compelling offer, including price, contingencies, and terms.
- Be prepared to negotiate with the seller on price, repairs, or other terms.

OFFER ACCEPTED

- Hire a licensed home inspector to thoroughly evaluate the property's condition.
- Work with your agent to address any issues discovered during the inspection.
- Coordinate and complete home appraisal
- Complete the mortgage application process and secure final loan approval.
- Obtain homeowners insurance coverage to protect your investment.

CLOSING PROCESS

- Gather documents the bank required to approve your loan
- Secure homeowners insurance and provide the details to your lender
- Work closely with the escrow or title company to ensure a smooth closing process.
- Conduct a final walk-through to ensure the property is in the agreed-upon condition.
- Attend the closing, review and sign documents, and get the keys to your new home.

POST-CLOSING PHASE

- Duplicate closing documents and secure them in a safe place
- Coordinate with utility providers to transfer services into your name.
- Organize and plan your move, including hiring movers, if needed.
- Take time to celebrate and settle into your new home. Congratulations!







CHOOSE A REAL ESTATE AGENT

- Interview multiple agents.
- Check references and reviews.
- Discuss commission rates and marketing strategies.

DETERMINING PRICE

- Understand current market conditions.
- Analyze comparable home sales in your area.
- Get a professional appraisal.
- Consider an initial Comparative Market Analysis (CMA)

PREPARE FINANCIALS

- Calculate your remaining mortgage balance.
- Estimate closing costs.
- Understand potential capital gains taxes.

PRE-LISTING PREPARATIONS

- Remove personal items and excess furniture.
- Deep clean the entire home.
- Fix leaky faucets, broken windows, and damaged flooring.
- Consider repainting walls with neutral colors.
- Mow the lawn, trim bushes, and plant flowers.
- Power wash the exterior and clean the gutters.
- Arrange furniture to maximize space.
- Add finishing touches like fresh flowers or scented candles.
- Hire a professional photographer to take high-quality photos.

LISTING AND MARKETING

- Host open houses and private showings.
- Keep your home tidy and ready for showings at all times.
- Hire a professional photographer to take high-quality photos.

NEGOTIATION AND CLOSING

- Compare offers and consider contingencies.
- Negotiate terms and conditions.
- Sign the purchase agreement.
- Open an escrow account.
- Prepare for the buyer's home inspection.
- Cooperate with the appraiser.
- Address any issues found during the inspection.
- Negotiate any necessary repairs or price adjustments.

Melanie Lucero

- Review the closing statement.
 Schedule the final walkthrough.
- Sign all required documents.
- Transfer keys and property to the buyer.
- Collect your proceeds from the sale.
- Notify utility companies of your move.
- Cancel or transfer services.



THE M GROUP



Sefore our meeting It's helpful to have the following documents ready:



Property Deed: Proof of ownership of the property.



Appraisal Report: Copy of a previous appraisal to confirm square footage.



Mortgage Information: Details about your current mortgage, including the outstanding balance and terms.



Utility Bills: Average monthly bills for utilities such as water, electricity, and gas.



Homeowner's Insurance Policy: Information about your current insurance coverage for the property.



Home Warranty: If applicable, provide information about any existing home warranty coverage.



Home Inspection Reports: Any recent inspection reports or records of repairs and maintenance done on the property.



Property Tax Records:

Documentation showing your property tax history and current assessment.



HOA Documents: If your property is part of a homeowners association, provide relevant documents such as bylaws, covenants, and financial statements.



Renovation Documentation: Records of any renovations, upgrades, or additions made to the property, along with permits if required.

Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS



CONTACT INFO

540-870-0714 office



www.TheMGroupVA.com





Before our meeting as a home buyer, it's helpful to know the following:



Preapproval Letter: This shows home sellers that you are qualified for a certain loan amount to buy a house.



Mortgage Options: Familiarize yourself with different mortgage options and understand the financing process.



Your Budget: Plan your post-purchase monthly budget, covering mortgage, insurance, utilities, tax, and recurring expenses like groceries and car payments.



Realistic Expectations: Be realistic about the home buying process, including the timeline, market competition, and challenges.



Neighborhood Research: Research potential neighborhoods to determine which areas align with your lifestyle, commute, and amenities preferences.



Future Plans: Consider your future plans and how they'll affect your home purchase, like job changes, family growth, or investment goals.



Must-Haves and Deal Breakers:

Determine your non-negotiables in a home as well as any features or issues that would make a property unsuitable.



Questions to Ask: Prepare questions to ask about the buying process, market conditions, or properties you're interested in.

Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS



CONTACT INFO

540-870-0714 office Melanie@TheMGroupVA.com



SELLER'S AGENT Checklist TRANSACTION Checklist

SELLERS:

PRE-LISTING

- Research all comparable listed properties
- Prepare home valuation
- Preview other listings
- Compare valuation with other agents
- Prepare all the agreements and disclosures
- Order preliminary title report
- Notify listing agent of incoming offer

LISTING APPOINTMENT

- Discuss client's goals
- Identify improvements at the property
- Familiarize yourself with the neighborhood
- Prepare a comparable market analysis
- Discuss pricing & timing strategy
- Execute paperwork, disclosures & client to do list
- Enroll in a home warranty

POST-LISTING

- Final review of valuation & market activity
- Hire staging company
- Hire photographer or take pictures
- Decide if It's a good client/agent fit
- Execute paperwork, disclosures & client to-do list
- Enroll in a home warranty
- Video tour
- Measure interior of home
- Input all the data into the mls database
- Scan & upload disclosures and contract does to MLS
- Update any other third party sites
- Upload photos or videos to youtube for seo
- Share on social media pages
- Schedule open house & install yard sign

CLOSING DATE:

- Prepare property marketing (flyers, brochures, etc.)
- Promote listing to brokers
- Email market listing to database
- Monitor market changes
- Contact client regarding market changes
- Receive offers from other agents
- Review & compare offers
- Contact buyer's lender & verify buyer's qualifications
- Negotiate and counsel client on offers
- Prepare & calculate estimated net sheets for clients
- Prepare counter offer if applicable
- Execute acceptable contract

UNDER CONTRACT

- Send contract title company
- Update status in MLS & other databases
- Upload contracts & executed disclosure
- Update calendar with all dates and deadlines
- Request or send HOA documents for buyers
- Handle inspection & appraisal requests
- Negotiate inspection & appraisal issues
- Review any title insurance issues
- Present any modifications
- Prepare & schedule closing
- Attend closing
- Verify accuracy of all closing documents

POST-CLOSING

- Upload all docs for brokerage storage requirement
- Follow up with clients regarding move out
- Follow up with other agent regarding move in
- Follow up with clients one week after closing

NOTES:



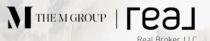
BUYERS:	CLOSING DATE:		
FINAL WALKTHROUGH:	ESCROW DEPOSIT DUE:		
Get buyers pre-approved	 Ask lender about appraisal 		
 Have buyer sign broker rep forms 	 Remind buyers to get home insurance 		
Upload pre-approval to client's file	Order closing gift		
Go house hunting	Follow-up with lender		
 Request sellers disclosure on homes of interest 	Obtain loan conditions		
Run CMA's on home of interest	Obtain loan approval		
Notify listing agent of incoming offer	Schedule final walk-through		
Send to listing agent with 1-4 contract	 Remind buyer to transfer utilities 		
Pre-qual letter and financing addendum	Confirm lender docs are at escrow		
Signed sellers disclosure & water district	Get a receipt of lender docs at escrow		
 All other applicable addendums 	Broker review of documents		
Download all listing docs from MLS	Schedule closing day		
Send executed contract to buyers & lender	Final walk-through		
Send option money to listing agent	 Order preliminary closing statement 		
Send earnest money to title company	Follow-up with lender		
 Have buyer schedule inspections 	 Submit the closing file to broker 		

Close file & celebrate!

NOTES:

Order home warranty

Download MLS pending sheet



BUYER'S AGENT Checklist



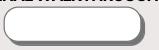
Melanie Lucero & Mike Boyce

YOUR LOCAL REAL ESTATE PROFESSIONALS

ESCROW DEPOSIT DUE



FINAL WALKTHROUGH



CLOSING DATE



- Get buyers pre-approved
- Have buyer sign broker rep forms
- Upload pre-approval to client's file
- Go house hunting
- Request sellers disclosure on homes of interest
- Run CMA's on home of interest
- Notify listing agent of incoming offer
- Send to listing agent with 1-4 contract
 - Pre-qual letter and financing addendum
 - Signed sellers disclosure & water district
 - All other applicable addendums
- Download all listing docs from MLS
- Send executed contract to buyers & lender
- Send option money to listing agent
- Send earnest money to title company
- Have buyer schedule inspections
- Order home warranty
- Download MLS pending sheet
- Ask lender about appraisal
- Remind buyers to get home insurance
- Order closing gift
- Follow-up with lender
- Obtain loan conditions
- Obtain loan approval
- Schedule final walk-through
- Remind buyer to transfer utilities
- Confirm lender docs are at escrow
- Get a receipt of lender docs at escrow
- Broker review of documents
- Schedule closing day
- Final walk-through
- Order preliminary closing statement
- Follow-up with lender
- Submit the closing file to broker
- Close file & celebrate!



BUYER'S AGENT Checklist



ESCROW DEPOSIT DUE



FINAL WALKTHROUGH



CLOSING DATE



- Get buyers pre-approved
- Have buyer sign broker rep forms
- Upload pre-approval to client's file
- Go house hunting
- Request sellers disclosure on homes of interest
- Run CMA's on home of interest
- Notify listing agent of incoming offer
- Send to listing agent with 1-4 contract
 - Pre-qual letter and financing addendum
 - Signed sellers disclosure & water district
 - All other applicable addendums
- Download all listing docs from MLS
- Send executed contract to buyers & lender
- Send option money to listing agent
- Send earnest money to title company
- Have buyer schedule inspections
- Order home warranty
- Download MLS pending sheet
- Ask lender about appraisal
- Remind buyers to get home insurance
- Order closing gift
- Follow-up with lender
- Obtain loan conditions
- Obtain loan approval
- Schedule final walk-through
- Remind buyer to transfer utilities
- Confirm lender docs are at escrow
- Get a receipt of lender docs at escrow
- Broker review of documents
- Schedule closing day
- Final walk-through
- Order preliminary closing statement
- Follow-up with lender
- Submit the closing file to broker
- Close file & celebrate!



FINAL WALKTHROUGH CLOSING DATE

BUYER'S AGENT Checklist

- Get buyers pre-approved
- Have buyer sign broker rep forms
- Upload pre-approval to client's file
- Go house hunting
- Request sellers disclosure on homes of interest
- Run CMA's on home of interest
- Notify listing agent of incoming offer
- Send to listing agent with 1-4 contract
 - Pre-qual letter and financing addendum
 - Signed sellers disclosure & water district
 - All other applicable addendums
- Download all listing docs from MLS
- Send executed contract to buyers & lender
- Send option money to listing agent
- Send earnest money to title company
- Have buyer schedule inspections
- Order home warranty
- Download MLS pending sheet
- Ask lender about appraisal
- Remind buyers to get home insurance
- Order closing gift
- Follow-up with lender
- Obtain loan conditions
- Obtain loan approval
- Schedule final walk-through
- Remind buyer to transfer utilities
- Confirm lender docs are at escrow
- Get a receipt of lender docs at escrow
- Broker review of documents
- Schedule closing day
- Final walk-through
- Order preliminary closing statement
- Follow-up with lender
- Submit the closing file to broker
- Close file & celebrate!



NAME:						
PHONE:	EMAIL:					
LIST DATE:	CLOSE DATE:					
PRE-LISTING / LISTING						
PRE-LISTING / LISTING						
 Sign a listing agreement & email a copy to seller Confirm property Information Give seller disclosures to fill out Add all necessary docs to MLS Photo / Video date: Share all listing docs & MLS with title company Install lockbox Print home brochures & deliver Create video 	 Give the seller your listing checklist Input listing in MLS Add video to MLS Install sign Add showing instructions for agents Syndicate your listing to the Realtor.com Zillow Trulia 					
MARKETING						
 Stage the property Capture high-quality photos Film a virtual tour & upload video on Zillow Send the listing to your leads & all area agents Share listing on socials 	 Circulate postcards & door hangers Design eye-catching brochures/flyers Post on Craigslist & create a Craigslist ad Put out open house signs Pick up signs the day after open house 					

OFFER ACCEPTED

Ensure all areas are initialed

Schedule initial open house

- Ensure addendums & seller disclosure executed
 Obtain escrow receipt
- Ensure you have preapproval/proof of funds
- Pending in MLS
- Send email to the other agent, title & lender
- Ensure other agent has all necessary HOA docs
- Follow timeline for important dates
- Obtain condo doc receipts (3 days)
- Email seller draft email with inspection info

Follow up (market conditions, feedbacks etc.)

- Send email to the seller including timeline sheet Send commission paid at close form to broker to sign
 - Send commission paid at close form to title co/attorney

 - Ensure the seller is in process or already moved out

DAY OF / POST CLOSING

- Remove sign / lockbox / any other marketing
- Order closing gift
- Mark sold in MLS

- Send just sold mailer to community
- Add seller to COI and remain in contact for referrals