Get Real with Donna

Let's talk about your next move!

REAL EXPERIENCE GROUP | GUIDE REAL ESTATE | Forbes GLOBAL PROPERTIES



A GUIDE FOR TODAY'S HOMEOWNERS

Your Home Value Reality Check

See beyond the online estimate.

Your home's value is a big piece of your next chapter.

It's about more than a number on a website. Determining an accurate value is a collaborative process between you and your REALTOR®, using local market data, recent comparable sales, current market conditions, and a careful evaluation of your home's unique features and condition.

Together, we look at what buyers are choosing, how your property compares to competing homes, and what's happening in today's real estate market. The result is a realistic value range—and a smart strategy for your next move.

Why a REALTOR® makes a difference

- ☑ Local market expertise
- ☑ Access to the most current data
- ☑ Insight into buyer demand
- ☑ Evaluation of your home's condition and unique features
- ☑ A customized strategy for your goals

WHAT INFLUENCES YOUR HOME'S VALUE?

LOCATION
Neighborhood, schools, amenities and lot size.

MARKET CONDITIONS
Supply, demand and recent local sales activity.

CONDITION
Updates, maintenance and overall appeal.

HOME FEATURES
Square footage, layout, outdoor living and more.

COMPETING HOMES
What similar homes are currently for sale.



"Did you know?

Two homes on the same street can have very different values based on updates, condition, lot size, views, and even the timing of when they hit the market.

1/2

Why Work with Donna?

EXPERIENCE. INSIGHT. RESULTS. A PERSONAL APPROACH.

8+
YEARS IN REAL ESTATE

4 YEARS
PLACER COUNTY ASSOCIATION OF REALTORS® MASTERS CLUB (TOP 10%)
2021, 2022, 2023, 2025

TOP BROKERAGE
GUIDE REAL ESTATE TOP FIRM IN PLACER COUNTY

$45M+
IN CAREER SALES

Real Experience Matters.



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YOUR HOME VALUE REALITY CHECK

Let's Make It Personal

Use this page to help you think through your home and what makes it special.

1 YOUR HOME BASICS

Tell us a little about your property.

Property address / neighborhood _____

Approximate square feet _____

Bedrooms _____ Bathrooms _____ Year built _____

Property type: ☐ Single Family ☐ Condo ☐ Townhome ☐ Multi-Unit ☐ Other _____

2 WHAT BUYERS LOVE

Which features do you think are your biggest selling points?

- ☐ Updated kitchen
- ☐ Updated bathrooms
- ☐ Open floor plan
- ☐ Outdoor living space
- ☐ Large lot
- ☐ Pool or spa
- ☐ Views
- ☐ Great location
- ☐ Energy-efficient features
- ☐ Move-in ready
- ☐ School district
- ☐ Other _____

3 UPDATES & IMPROVEMENTS

Check any updates you've made (or are considering).

- ☐ Kitchen remodel Year _____
- ☐ Bathroom remodel Year _____
- ☐ New roof Year _____
- ☐ HVAC Year _____
- ☐ Windows Year _____
- ☐ Flooring Year _____
- ☐ Paint (interior/exterior) Year _____
- ☐ Landscaping / outdoor living Year _____
- ☐ Other _____

4 POTENTIAL CHALLENGES

Are there any factors that might affect your home's value?

- ☐ Needs updates
- ☐ Cosmetic repairs
- ☐ Older systems (roof, HVAC, etc.)
- ☐ Small lot or limited parking
- ☐ Dated kitchen or bathrooms
- ☐ Unique features (may limit buyers)
- ☐ HOA or special assessments
- ☐ Not sure
- ☐ Other _____

5 YOUR TIMING

What's your timeframe or goal?

- ☐ Just curious
- ☐ 0–3 months
- ☐ 3–6 months
- ☐ 6–12 months
- ☐ 1+ years
- ☐ Other _____

YOUR PERSONAL VALUE SNAPSHOT

Use this space to capture your key notes and questions.

ESTIMATED VALUE RANGE

(To be provided after review)

$ _____ to $ _____

KEY FACTORS THAT INCREASE VALUE

1. _____
2. _____
3. _____

ITEMS THAT MAY AFFECT VALUE

1. _____
2. _____
3. _____

MY QUESTIONS FOR DONNA

1. _____
2. _____
3. _____

WHAT HAPPENS NEXT?

1. REVIEW
I'll analyze recent comparable sales and current market activity in your area.

2. DISCUSS
We'll talk through what the data means for your home and your goals.

3. CREATE A STRATEGY
You'll get a realistic value range and tailored recommendations for your next move.