

## Thinking of downsizing in 2015?

**Now is the time to start! Myself & my team are here to assist you from the beginning to closing!**

With years of accumulation, the thought of downsizing may seem overwhelming but if you try to target just one closet or area of your home at a time then you will be able to conquer the clutter! I know a great professional organizer if you need help with this!

### Getting Organized

1. Room by room, determine the following:
  - a. What gets thrown out? – If you need a dumpster, I can provide a recommendation for the best area dumpster pricing
  - b. What can be donated? – <http://www.pickupplease.org/>
  - c. What you want to sell – You can try a garage sale, Craigs’s list, ebay & I have a great private Facebook group to post on. I can also send out an email to our 150+ C21 agents to see if their clients would like to buy anything.
  - d. Anything that can go to storage – Our Century 21 office can provide 10% discount on PODs
  - e. If you have clothing in good condition you would like to sell, you can contact a consignment shop : <http://nu2ucf.com/>
2. Inside & Out:
  - a. Determine what needs to be fixed – I have some great handymen to recommend!
  - b. Any updates to be done – Our C21 office can supply a 10% discount on any Lowes purchases
  - c. Decide on any painting, landscaping, power washing, rug cleaning that needs to be done. I have some great recommendations for all of these services!
3. Setting the stage
  - a. Room by room we can determine any furniture to be moved & small accessories to buy. I have a professional stager that can provide some easy and inexpensive advice
  - b. Evaluate the outside to determine any front door mats or any plants/flowers to add
4. Full House Cleaning! If you don’t want to do yourself, I have a great cleaning service to recommend.

### House Hunting

If you will also be buying a home, we should start hunting for your new home. Based on your requirements, I can setup an automatic search in the MLS to have any new listings that come on the market be automatically emailed to you. We want to make sure there are some homes you love out there before listing your house.

## **Listing your home for sale!**

Now that you have some homes in mind to buy and your house is ready to go, it's now time to list your home!

1. Setup the listing
  - a. Professional pictures & virtual tour are taken
  - b. Description of your home to "grab" potential buyer's attention
  - c. Glossy brochures are ordered
  - d. Feature list detailing all of the highlights of your home is written
  - e. Listing is placed on multiple MLSs
  
2. Marketing your home
  - a. Extensive advertising on 100s of real estate sites
  - b. Open Houses
  - c. Brokers invitation lunch
  - d. Local newspaper advertising
  - e. Reaching out to potential buyers
  - f. Emailing local agents to inform them about your home
  - g. I will personally make every home showing appointment & will follow up with every agent who shows your home and provide you with detailed feedback.

## **Offer for your home**

### **I'll strive to....**

1. Make sure your buyer is qualified and will talk to their mortgage representative who supplied the pre-approval letter.
2. Negotiate the best price and terms.
3. Provide recommendations for some great local real estate attorneys.
4. The attorneys resolve any issues and quickly complete attorney review.

## **Under Contract Activities**

### **I'll stay on top of the transaction to assure....**

1. Your buyer gets their inspection setup and I will try to resolve any issues that arise.
2. The appraisal gets done in a timely manner and will provide comparables to the appraiser.
3. Assistance with applying for the CO and/or smoke certifications.
4. Provide recommendations for water testing companies if you have a well.
5. Your buyer's mortgage commitment is progressing

## **Getting ready for closing**

### **Refer to the Moving Checklist link**

## **Closing Day**

1. Do a walk through and make sure you have removed everything from your home
2. Leave out manuals, garage door openers & garage code for new owners
3. Make sure to bring the original CO with you to closing.
4. Head on to closing to sign the paperwork & get your check!

If you're also buying a home then we will be performing all the steps above for your new home in unison. We can coordinate the sale/purchase for the same day.