



A FIELD GUIDE FOR MOVE-UP BUYERS

The Lifestyle Method.

Five honest steps for growing families ready to trade up, written for a market of century homes, slim inventory, and no shortcuts.

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STEP ONE

Meet & Brainstorm

Let's meet up, chat over some coffee, and go over what you envision for the next chapter of your life. Prepping to upsize to find the next home for your family AND sell your current house is a heck of a lot at once! My job is to guide you through the process, provide the resources you need to do this in an organized, calculated way, and set up a plan.

DURING OUR CONSULTATION, WE'LL

- Discuss a timeline
- Come up with a loose plan, then follow through with more detailed steps later on
- Talk about the current value of your home
- Identify which resources you have and which ones you may need
- Establish clarity on your future dream home, as well as your goals

BY THE END, YOU'LL HAVE

- A timeline
- A step-by-step process for what to do, when
- A price range for your current home
- A list of resources you might need

You can feel confident and excited about the upcoming move with a clearer understanding of what to expect and when.

02

STEP TWO

The Four Ps : *Plan, Persist, Patience, Prep*

It's now time to begin thinking about getting the house show ready! With my help, we'll go over:

- Resources for cleaners, disposal, and repairs, if needed
- A CMA, so we price your property to attract serious buyers and maximize your return
- Photography and/or drone and video footage, the last step before listing

On the flip side

- We check in with your lender and confirm a financial plan for purchasing
- Then we start searching for the next home while selling the current one. Or, if you've already found your dream home, we simply focus on listing the one you're in

Tackling all of this at the same time can feel like a lot, but you are not alone, and small steps add up to a big impact.

03

STEP THREE

Selling & Buying

Time to market the house. Your listing gets maximum exposure through multiple channels and brokerages, for premium visibility that brings in the most offers and the most interested buyers.

Depending on price point, we might establish an offer deadline, and we'll walk through the offer process in advance so you know exactly what to expect.

All you need to do is focus on your dream home, if we're still searching. If we've already found it and locked it in, your focus shifts to getting your current house packed up and riding through the storm of showings.

04

STEP FOUR

Buying & Selling

Depending on your particular situation, steps three and four may blend together a bit. As an upsizer, you're most likely looking for a house with a better layout to serve your family's needs more easily and efficiently, and we'll get clear on what fits your lifestyle, and your budget.

We will

- Narrow down neighborhoods and property types that align with your vision
- Encourage you to take your time at each showing and imagine yourself in the space. I'm here for guidance and insight, but the decision is always yours
- Navigate the offer process once you've found the right house, crafting a competitive offer that protects your interests
- Work diligently behind the scenes on paperwork, communication with agents, and every detail, so the process moves forward smoothly

05

STEP FIVE

Cheers to the Next Chapter!

Congratulations, you've made it to the final step of your real estate journey! Even though we're finishing the process, I'm here to support you every step of the way. The act of physically moving residences can be daunting, but that's what I'm here to help with.

I can provide

- Professional mover contacts
- Disposal resources
- Maintenance resources
- Checklists and guidance for the transition

“Take a deep breath and enjoy this accomplishment. You've worked hard to get here. Cheers to your next chapter, and the incredible memories you'll make in your new home. We can't wait to see what the future holds for you.”

YOUR GUIDE THROUGH IT ALL · SELECT REALTY



READY WHEN YOU ARE

Let's meet over coffee and map your next chapter.

Kalli Payment

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