

SOLD



THE STEPS TO SELLING YOUR HOUSE

1. Declutter, donate & discard
2. Make repairs & list of updates
3. Sign listing documents
4. Professional photos & floor plans
5. The house is listed for sale
6. Showings occur
7. Review & negotiate offers
8. Inspections paid by buyer
9. Negotiate repairs
10. The appraisal occurs
11. The closing is scheduled
12. Buyer's final walk-through
13. The closing

**CONGRATULATIONS,
Your house is SOLD!**



Why you need **Kirsten Sharpe** - the **DOWNSIZING EXPERT**

- My priority is making the selling & moving process easier.
- I have resources for what to do with all your stuff.
- If you need repairs, my contacts include painters, plumbers, electricians, roofers, and more.
- I know good movers, packers, and a company who will buy everything you don't want. You can take what you want with you, and leave the rest.
- My pricing & negotiating skills will get you the most money for your home, in the shortest time frame, with the least inconvenience.
- I have experience, patience, and many happy clients.

Kirsten Sharpe
Managing Broker, Owner
Sharpe Realty
574-339-7959

Sharpe Realty

Over the age of 50?
Need to sell your house?
Don't know where to start?

You need **Kirsten Sharpe**,
the **DOWNSIZING EXPERT**



Kirsten Sharpe
MANAGING BROKER, OWNER
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Monday - Friday, 8 am - 5 pm

Selling a house at any age can be overwhelming.

My mission is simple: to reduce the stress of selling your house and moving, by providing professional guidance delivered with patience, compassion, and respect. I make your transition as smooth, supportive, and empowering as possible. I'm the DOWNSIZING EXPERT, and I'm here for you!

HOW TO DOWNSIZE

Are you unsure of what to do with the items you have accumulated? Not knowing what to do with furniture, collectibles, clothes and books causes emotional and physical stress. I will guide you in downsizing & decluttering, so you can decide between selling items of worth and donating, gifting or discarding the remainder. With my resources, it will feel less overwhelming.



REPAIR, REPLACE or REMODEL?

Let's sell your house at the best price without a costly investment. I'll explain the difference between making repairs and a remodel (which is usually not needed, as long as the house is priced according to its condition). Together, we will discuss how to present your home in the best possible manner, in line with your budget and goals.

THE SELLING PROCESS

I guide you through all the steps of the selling process. We start with the Listing Agreement, Seller's Disclosures, and my assertive marketing plan. This is followed by showings, receiving and responding to offers, the buyer's inspections, and the negotiation of repairs. The result is a successful closing.

LISTING YOUR HOUSE: My Promise

- Professional representation
- Detailed listing and assertive marketing plan
- Free professional photos & floor plans
- Open and thorough communication
- Negotiation assistance for offers & repairs
- Excellent follow through to a successful closing



MY CLIENTS INCLUDE

- Anyone who owns their house, villa, or condo in St. Joseph or Elkhart Counties, Indiana
- Houses in Estates and Trusts
- Executors and Personal Representatives
- Adult children of homeowners (i.e., if parents are in memory care and have a designated Power of Attorney)
- Homeowners under legal guardianship
- Vacant homes
- I can help you buy your next dream home: upsize, downsize, or rightsize

Kirsten Sharpe's Credentials

- Managing Broker & Owner
- Seller Representative Specialist
- Accredited Buyer's Representative
- Seniors Real Estate Specialist
- Pricing Strategy Advisor
- Bachelor of Liberal Studies, Purdue University
- Cert. in Exec. Management, Notre Dame
- Multi-million dollar real estate agent