

**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. Close in approx. 4-5 weeks
9. Inspections paid by buyer
10. Negotiate repairs
11. The appraisal occurs
12. The closing is scheduled
13. Buyer's final walk-through
14. The closing

**CONGRATULATIONS.**  
Your house is **SOLD!**



Kirsten Sharpe  
Sharpe Realty, LLC  
574-339-7959



## Why you need the REALTOR for SENIORS™

Your home is your biggest asset. You need a reliable professional you can count on throughout the selling process. I have invested in education in all facets related to seniors selling their long held family home.

I will guide you in downsizing & decluttering, making necessary repairs and light updates, and be there for you or your designated representative through the entire process.

I have a network of service providers to help prepare your home, so we can sell your property at the best price, with the least inconvenience, in the shortest time frame.

I believe in compassion, patience, and respect when interacting with my clients. My goal is to reduce the anxiety of moving.

**Kirsten Sharpe,**  
the REALTOR for SENIORS™  
574-339-7959



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

You need **Kirsten Sharpe,**  
the REALTOR for SENIORS™



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

# Selling your house at any age

can cause anxiety. Every situation is unique. I will listen to your goals and challenges, so I can best guide you on this journey. Below are topics we will discuss, so you know where to start and what to expect.



## 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.



## REPAIR, REPLACE or REMODEL?

Let's sell your house at the best price without a costly investment. We'll talk about 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 will guide you through all the steps of the selling process. We will start with the Listing Agreement, Seller's Disclosures, and my assertive marketing plan. This is followed by receiving and responding to offers, the buyer's inspections, the negotiation of repairs, and ultimately a successful closing.

## LISTING YOUR HOUSE

- Assertive marketing plan
- Professional photos & floor plans
- Open communication throughout the entire process
- Negotiation assistance for offers & repairs
- Detailed 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
- Adult children of homeowners (for example, if parents are in memory care and an individual has Power of Attorney)
- Homeowners under legal guardianship
- Vacant homes
- I can help you buy your next dream home: upsize, downsize, or rightsize

## Kirsten Sharpe



- Seller Representative Specialist
- Accredited Buyer's Representative
- Senior Real Estate Specialist
- Pricing Strategy Advisor
- Bachelor of Liberal Studies, Purdue University
- Cert. in Exec. Management, Notre Dame

