

THE RIGHT MOVE METHOD

A GUIDE TO SUCCESSFUL EMPTY NESTING AND DOWNSIZING

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The Right Move Method

A guide to help empty nesters and downsizers move forward with ease.

You can still remember the day the keys were handed to you. This was your family home. This is where you became a parent. This home holds so many precious memories, some good and you can also remember some of the tougher days. But it's a piece of your life. You remember just how much love has grown in this home. You can't imagine living anywhere else, but you also know that it's time to move on.

Maybe things aren't the same as they used to be. Your health isn't as great your knees don't work the way they once did. You struggle with stairs and maintaining your larger home that is too big for your needs.. Sure you could hire help but it doesn't make sense financially when the home isn't being utilized the way it used to be. The kids have long grown up and moved out and many rooms sit empty collecting dust now.

Perhaps you are not using your home much of the year. You spend the winter months jet-setting to a warmer destination and soaking up the sunny days and the freedom of your retirement. You may also be spending much of the warmer months at your second property outside of the city. Your home isn't being used yet you still need to pay for the upkeep and utilities to keep it going when you're not there. It's not really making sense anymore to heat a big home that no one is making use of. Your money could be better spent.

It could be that you're still in your younger, working years but a change in family dynamics leaves you in a separation or divorce situation. The home that once worked for everyone, no longer does. You or your spouse are renting while the other stays in the matrimonial home, and you need to figure out what to do with this shared asset so everyone can move forward.

Maybe you live in the suburbs, your kids are long gone and have their own homes, and you want to move to the city and buy a condo or a townhome for the next stage of your life. Or you could live in the city and may want to relocate your life to places such as Collingwood or Price Edward County and enjoy a slower yet more active outdoors type of lifestyle.

The truth is, this home no longer suits your current needs.

You're ready to start the next phase of your life. The problem is that you have absolutely no idea where to start..

You aren't sure what you can afford to spend. You don't think we can afford what you want.

You will miss your large backyard and want to be able to garden or at least have outdoor plants.

You are overwhelmed with all your personal belongings.

You don't know what your options are. You're not even sure where you should begin looking. You want to make the right choices, ones that will service you long term.

But you don't want to waste time either. You feel like your life is on hold right now and being in limbo is costing you your joy, peace and happiness.

If you feel any of this, I have good news for you! This is exactly why I created my 5 step process called The Right Move. It's designed to help homeowners just like you who are looking to downsize their properties so you can focus on the things that really matter for the next exciting stage of your life..

Here's how it works.



01 DEFINE YOUR REAL ESTATE GOALS!

First things first, let's tour your home together. We want to get a sense of what you love about your house. Tell us what's not working for you anymore. We will talk about your budget. If there will be other family members involved in the process, we discuss what that looks like. We also want to discuss what you are looking for in your new home. What are your ultimate desires? What are the must haves you need for your next home? Where would you like to be located? How much do you want to spend? Would you like to buy first or sell first. We talk about it all.

After we've seen your house, we talk numbers. The potential list price and pricing strategy. It's also time for some paperwork. We review required pre-approvals, deposit amounts, and list the documents needed. Finally with pen in hand, we review and sign the buying and selling representation contracts. It's important that we're on the same page from the beginning. The more I know, the better prep

02 POWERFUL ACTION!

During this step, in most cases, we complete a pre-list home inspection of your home to identify any issues that may come up that can be proactively fixed. This will also help place your home in the best light for buyers to know that your home is well maintained. Furthermore, having an inspection available can encourage more offers as well as firm offers. We will provide you a list of all the trades and resources needed to support you.

For all that you have accumulated in your home, I provide all the helpful resources you need for packing, moving, storage, donations, disposal, and selling items of value. Once you have decluttered and fixed any issues, we will host a staging consultation, which will detail the room by room optimal presentation. The goal is to present your home with maximum emotional appeal as we want buyers to get excited and picture themselves living in their next home. This may include a full staging, partial staging, or a minimal level of staging and using your current items. It's case by case.

Don't worry, if you're overwhelmed, I have people to call on no matter the situation so we can keep moving forward. We will highlight how every room can optimally be presented to maximize the perception of space. We will determine what we plan to keep and what we plan to remove while for sale.





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03 BUYING YOUR DREAM HOME!

It's time to find your next home. In our first step we've gotten really clear on where you want to be so by this point, we've been ready to go. Depending on where you want to be, there can be waitlists and planning involved, if you are looking for assisted living. We make sure you're pre-qualified by a lender, and prepared to have your deposit available for the home that you purchase. As properties come up, we'll notify you of the ones that meet your needs. Then, we will complete all due diligence regarding the condition of the property. And we will make sure to get any and all your questions answered.

Sometimes, it makes sense to rent at this point, depending on your situation. If that's the case, we can help you find a suitable property.

Throughout this step we'll keep you up to date on all the sales activity in the areas in which you are looking to buy. We will start seeing homes together and I will lead you through the educational part of the process. This process includes both of us learning even more about what is important for you, such as whether you prefer open concept, your space and layout desires, or how large an outdoor space you desire. Then I can pre-screen homes for you and focus on only showing you the homes that meet at least 70% of what you are looking for. This educational process will also help you get up to speed on what you can expect buy in certain price ranges. Plus, I will likely talk you out of some homes that you may be interested in, as I feel that I could find you better. Of course the final decision is yours.

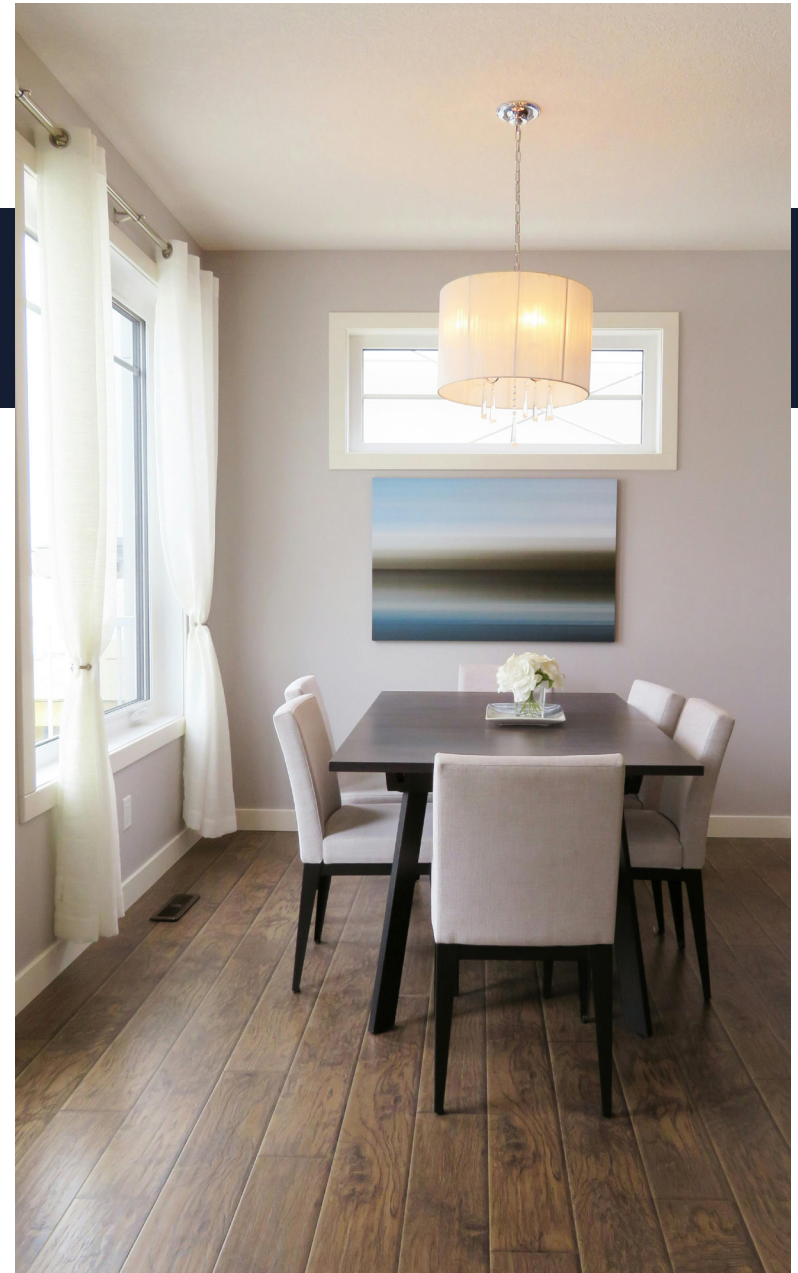
When submitting your offer, I will help you strategize on price, deposit, closing date and terms and conditions, so we can bring the best offer you have to the table that protects your best interests. We will complete due diligence including financing, inspection, survey and property details, status certificate (for a condo), insurance, real estate lawyer, and deposits. Once you have purchased your next home, we will submit paperwork to your real estate lawyer who will then guide you up to the closing date. We will arrange your purchaser visits during which you can bring in trades for renovation and updating quotes, as well as friends and family.

04 STAGE/LIST/MARKET!

Showtime!

We will all work together during the staging process. We will have our photographer come in to complete photography, video and reel and also have floor plans done.

Once we have photos and videos we will start marketing your home as “coming soon” in advance of listing on MLS. I will execute your marketing plan including print marketing, digital marketing, and open houses (if desired). We will ensure that your home is safe and secured, especially if you are not staying at your home. I will guide you through the offer process. I will also help you to negotiate your best result through strong and effective communication with the agent representing the buyers. I love to negotiate and often help my clients purchase for a price less than what they are willing to pay.





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05 TIME TO CELEBRATE!

On closing day, we will make sure that your home that you purchased is in good order. We want to find the home left in the same condition as when the home was purchased. We will make sure that there has been no damage and that the home has been left empty. We will also ensure that the keys are left in a lock box at the property on the closing day.. You will get access to the home once the title has changed names. This is typically between 1pm to 5pm and can be as late as 6pm. We will meet at the home at a convenient time that works for you once you have been granted access. I have amazing movers that I highly recommend.

We will provide you a move-in checklist for all the steps you need to take to set yourself up in your new home. We'll pop the champagne and celebrate your new home! We will love to stay in touch with you once you have moved in, and answer any questions that have about your home, including the seasonal maintenance that you need to complete. I will provide trusted resources for anything you need for your new home as well as keep you up to date on the value of your home and the current real estate market



ONCE YOU COMPLETE MY PROCESS YOU WILL START TO NOTICE...

You love your new space and have peace of mind and a sense of completion. You are excited to be looking forward and not looking back.

You have the perfect amount of space for your needs. Your new home is maintenance free. You are so much more relaxed. You find that you are so overjoyed and filled with gratitude about where you are in life. More time for the things that matter.

You are finally able to travel without having to worry about the maintenance and security of your home. You have so much more balance and recreation in your life. You finally feel like you are rested and fulfilled with your new life.

Your shoulders have dropped. You didn't even realize the weight you were feeling. Your heart is beating with such grace and ease. You look back to how far you have come and feel so accomplished.

You're thinking about how smooth and well orchestrated the whole process was. You feel so grateful and are glad you made the decision to empty nest or downsize.

HERE'S WHAT MY CLIENTS ARE SAYING...

"My experience with John has been fabulous. I can honestly say that John is far superior than other agents that friends and family have had experiences with. I could not be happier with the results that were obtained."

- Kristen Cleary

"From the very beginning your service and attention to our needs was exceptional. We felt that you were sincere, honest, very hard working and had our best interest in the forefront at all times."

- Ken and Sharon

"From the very beginning we were impressed with your professionalism. You were always available for advice and updates and your negotiating skills were very impressive. We highly value your integrity and we are extremely pleased and delighted to recommend you."

- George and Susan

"My unit was perfectly staged and sold for a record breaking price. John was very well informed about the area and very helpful and not too pushy. John is very knowledgeable and is very good at strategizing the sale and is right there working hard all the way."

- Cinthia McAndrew

"No corners were cut and every detail was attended to in order to best present my home in the most attractive fashion. John was patient, understanding and supportive throughout the whole process. My condo sold for a record price in record time."

- Helen Fotinos

"In today's world finding a professional such as John is unique and without question we would recommend him to any prospective client."

- George and Pam Jones

ABOUT JOHN

It took me three career changes to find the profession that I love: being a trusted advisor in real estate.

My first job after graduating from the University of Western, Ontario with Honours In Business Administration (H.B.A) was working for Pepsi Restaurants where I started as an assistant manager at Taco Bell and worked my way up to managing three restaurants. I was then recruited by Famous Players movie theatres to help open forty new theatres across the country as they expanded their food service offerings in their new state of the art theatres.

While I had good career success at both Pepsi Restaurants and Famous Players, I was looking for a career that brought more fulfillment than trying to sell as many tacos, popcorn and pizzas as I could.

My first child was also about to be born and I thought that it was “now or never” to find a more fulfilling and entrepreneurial career as the safety of steady paychecks from a corporate job may end up being too comfortable to leave once I became a dad.

I chose a career as a trusted advisor in real estate. I have now been a real estate agent for 18 years and have loved helping people find homes that they love living in while also helping them with their largest investment. I feel that I have the most important job in the world. The family home is the backbone of society and seeing my clients happy in their home is very gratifying. Also, having my clients trust in me with helping maximize their largest asset is very rewarding..

I am very grateful to be a trusted advisor in real estate. I have met so many wonderful people through real estate who have now become friends. It is so fulfilling to often receive my clients testimonials highlighting the high level of competence that they feel I have, the honesty that I give my clients and how they feel safe with me in working in their best interests.





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If you're ready to downsize your home, reach out and let's talk about next steps.



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