

SOLD

Why you need a **REALTOR** who helps **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, REALTOR



Solid Ground Realty, LLC
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REALTOR
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the
REALTOR for **SENIORS**

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

LET ME HELP
574.339.7959

Kirsten Sharpe,
REALTOR



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 Disclosure 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.



MY CLIENTS INCLUDE

- Anyone who owns their home, condo or villa
- Homes in Estates and Trusts
- Adult children of homeowners (for example if parents are in memory care or an individual has Power of Attorney)
- Homeowners under Legal Guardianship
- Vacant homes
- I can also help you buy your next home

MY COMMITMENT TO YOU & OUR COMMUNITY

Through my knowledge of the Michiana senior housing communities, I can share options for Independent & Assisted Living, Group Homes for Seniors, Memory Care Communities plus villas and condos.

- I'm a speaker for REAL Services' Lunch & Learn Programs
- I volunteer for the Alzheimer's & Dementia Services of Northern Indiana
- I'm a member of the Michiana Institute for Successful Aging
- I volunteer for Habitat for Humanity, The Kroc Center/Salvation Army and WVPE 88.1 NPR
- Senior Real Estate Specialist Certification
- Seller Representative Specialist Certification



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 Senior Real Estate Specialist
 Seller Representative Specialist