



LOVING 
TRANSITIONS

Seasons will always change.

Let us guide you through the process during one of life's most important transitions: moving from home to assisted living or a retirement community. From sorting, packing and moving, to preparing your home for sale, thru escrow and finally receiving your proceeds at closing - We will be there to help you every step of the way.

*Three things will last forever-- faith, hope, and love -- and the greatest of these is **love**. 1 Corinthians 13:13*

www.LovingTransitions1.com

www.facebook.com/LovingTransitionsAlbuquerque

THERE ARE MANY REASONS FOR LIFE TRANSITIONS

Season's change. Things happen:
Some good, some sad. We get
married; some get divorced; we
have children... then we become
empty nesters.

We grow older; we lose loved ones.

Our lives and families are always
changing. But one thing stays the
same... Everyone deserves to be
treated with love and respect through
all of life's many transitions.

This is what we are passionate about.

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SENIOR MOVE COORDINATION



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**Senior Move Specialist, Sherrie Choy can help you with the details.
Here are some of the ways we can help make your move easier....**

- Assist with sorting and inventory of personal possessions.
- Help in deciding what you want for new home.
- Assist in planning placement of furniture in your new home.
- Plan a safe move for individuals with special needs.
- Manage the sale, removal, gifting and donation of tangible personal property.
- Coordinate communications between family, housing and vendors.
- Help locate important documents.
- Schedule and coordinate the entire move.
- Schedule and oversee movers.
- Oversee packing for and unpacking at the new home.
- Address change assistance for mail, insurance, doctors, dentists and utilities.
- Arrange for document shredding and hazardous waste removal.
- Plan meals to help you clean and empty the refrigerator.
- Run any errands that you need.
- Grocery shopping to help you restock food and other items in the new home.
- Coordinate the move and hook up of electronics.
- Get the car serviced before the move.
- And much, much more. We will meet and discuss your specific needs prior to the move.

And much, much more. Just ask and we will help you with it.

www.ABQErrands.com

Sherrie Choy, owner of ABQ Errands, is available to help you and your family should you require additional and more specialized senior care services. Her services will be billed on a per hour basis by her and payment will be required when services are rendered. These services are not included in the normal services of Loving Transitions but are available to you in order to fully serve and assist our clients and their specific needs.

WHAT WE WILL DO TO HELP WITH YOUR CURRENT HOME AND GET IT SOLD

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- ❑ Once you decide to move to another location, we will sit down with you and help you decide what additional services, in addition to helping you prepare your home for sale, you need us to help you with. Each situation is unique and requires special attention and care.
- ❑ We will complete a customized market analysis of your home after seeing it in person. We will compare it to current sales in the area and tell you what we think it would sell it for in today's market. We will also provide you and/or your family with an estimate of closing costs (net out) based on what you currently owe on the home.
- ❑ We will then recommend what, if any, repairs and/or updates may need to be made in order to get top dollar for your home. Obviously with your bottom line as our top priority, we will only recommend those things that we feel will help the home show well and add value compared to the home. We will not recommend that you do anything that costs money that we do not feel you will get back when the home sells. Again, this will ultimately be up to you and your family. Our job is simply to tell you the truth and give you honest information in order to help you make an informed decision. This is of course based on our 25 years of expertise in the real estate business and knowledge in this market (see our real estate flyer for further information and our Seller's Services Proposal for more information about us and our expertise).



WHAT WE WILL DO TO HELP YOUR TRANSITION...

- ❑ We will then assist you in scheduling contractors and vendors who can help you get your home ready to put on the market and sell. We have an extensive list of handymen and women, painters, plumbers, electricians, moving companies, landscapers, estate sale specialists cleaning crews and much more. We can help you coordinate what needs to be done based on your specific needs. At a bare minimum we will give you recommendations as well as the names of some excellent companies. Again, we would discuss all of this right up front on our first visit to your home to determine how involved you would like or need us to be in that process. That again, is up to you.

- ❑ We will then list, market and sell your home. We have a state of the art comprehensive marketing platform at Coldwell Banker Legacy. We will give you a printed copy of this marketing/services proposal as well at our initial meeting. You can rest assured that your home will never have an exposure problem and will be on every real estate website with high definition beautiful photos and so much more. We will go over all this marketing information separately when we get further into this process.

- ❑ Once we get your home under contract, we will work diligently to get it closed. From meeting inspectors, to coordinating any repairs after inspections are complete, to working with the buyer's lender and title company to make sure all the details are taken care of. We will also help by making sure you have the necessary resources to transition to your new home. Again, we will help you coordinate movers, estate sales professionals and anything else you may need.



AN EXAMPLE OF ONE OF OUR RECENT SUCCESS STORIES

7501 Esther NE – The Bryce Family

Their father had recently passed. The home was in bad shape... lots of deferred maintenance and updates were needed. They both lived out of state. We helped them decide what needed to be done and then coordinated directly with the contractors for them. Some things that were done were painting, new flooring, kitchen counter tops, new appliances, landscaping and trimming, bees removed (by professional bee keepers) from back yard and then the home was extensively cleaned. There was also an estate sale to help clear out some things that had been in the home for over 45 years, since they were the original owners. They spent approx. \$10,000 in updates and cosmetic repairs which allowed them to receive an additional \$40,000 at closing instead of selling it in the condition it was in when we first met them. This home looked great, was priced well and sold in 1 day. We consider this pretty typical and a huge success story.

More before and after pictures on the next page.

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BEFORE AND AFTER PICTURES

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BEFORE AND AFTER PICTURES





FROM ONE OF OUR RAVING FANS....

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I highly recommend Stefani and Randy for your transition needs and sale of your home! My brother and I both live in Texas and after our fathers passing, we were faced with the daunting task of fixing his home which needed some major repairs. We were concerned about managing this process remotely. They were an absolute Godsend! They managed everything from assessing the repairs, hiring the people for the job and ensuring it was done properly, within budget and on time.

They communicated throughout the entire process and once the home was in great shape, they sold it in 24 HOURS!

Stefani and Randy are very honest in their advice and direction, both with the improvements necessary with today's housing market as well as the sale of the house. The service they provided us allowed us to be able to focus on Dad's final needs without worrying about the estate sale, renovations or selling his house.

If you are looking for someone who is honest, knowledgeable and will take care of everything – Stefani and Randy are the **ONLY** option for you! I can't recommend them enough!

Mindy Korock (formerly Bryce)



HOW MUCH WILL THIS COST?

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We will list and sell your home for what our company usually charges. At that time, we will sit down and review this information with you. We will complete a standard Listing Agreement/Contract, as we do with all of our listings and outline what is expected of you and what is expected of us.

Since every situation is unique... If you or your family require additional, more personalized services from us because of your immediate needs, then we will discuss this with you. However, we will not collect any money from you until the home sells and closes. It will be taken out of the proceeds at closing. Based on your specific needs, if need be, we will simply charge a flat fee in addition to the real estate commission for the additional time and services we provide. This fee would be based on the extent of the additional services you require at the time. In most cases, an additional fee will not be charged.

The cost of any repairs and updates along the way will of course be your responsibility, however we will help you coordinate them to maximize the money, if any, that you have to spend. We will work hard to ensure that the home not only sells, but it closes. Remember, we will not be compensated unless and until it does.



WE WOULD BE
HONORED WITH
THE OPPORTUNITY
TO SERVE YOUR
TRANSITIONING
FAMILY.

Please contact us today for
a no obligation information
gathering meeting.

With 5 teenagers of our
own, and our parents now
entering retirement years,
we understand the
importance of family. You
can always trust us to do
the right thing.

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**COLDWELL
BANKER**

LEGACY

**STEFANI QUINTANA
AND RANDY ARNN**
THE Q & A REAL ESTATE TEAM
COLDWELL BANKER LEGACY

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THE
Q & A
REAL ESTATE TEAM

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WORDS TO LIVE BY

Matthew 22:37-39 “Love the Lord your God with all your heart and with all your soul and with all your mind.” This is the first and greatest commandment. And the second is like it: “Love your neighbor as yourself.”

John 13:34-35 “A new command I give you: Love one another. As I have loved you, so you must love one another. By this everyone will know that you are my disciples, if you love one another.”

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