

Downsizing Made Easy

# GETTING READY FOR THE BIG MOVE?



WHAT IS YOUR

**GOAL**

§ Minimize Stress

§ Maximize the value of your assets

§ Enjoy what you keep

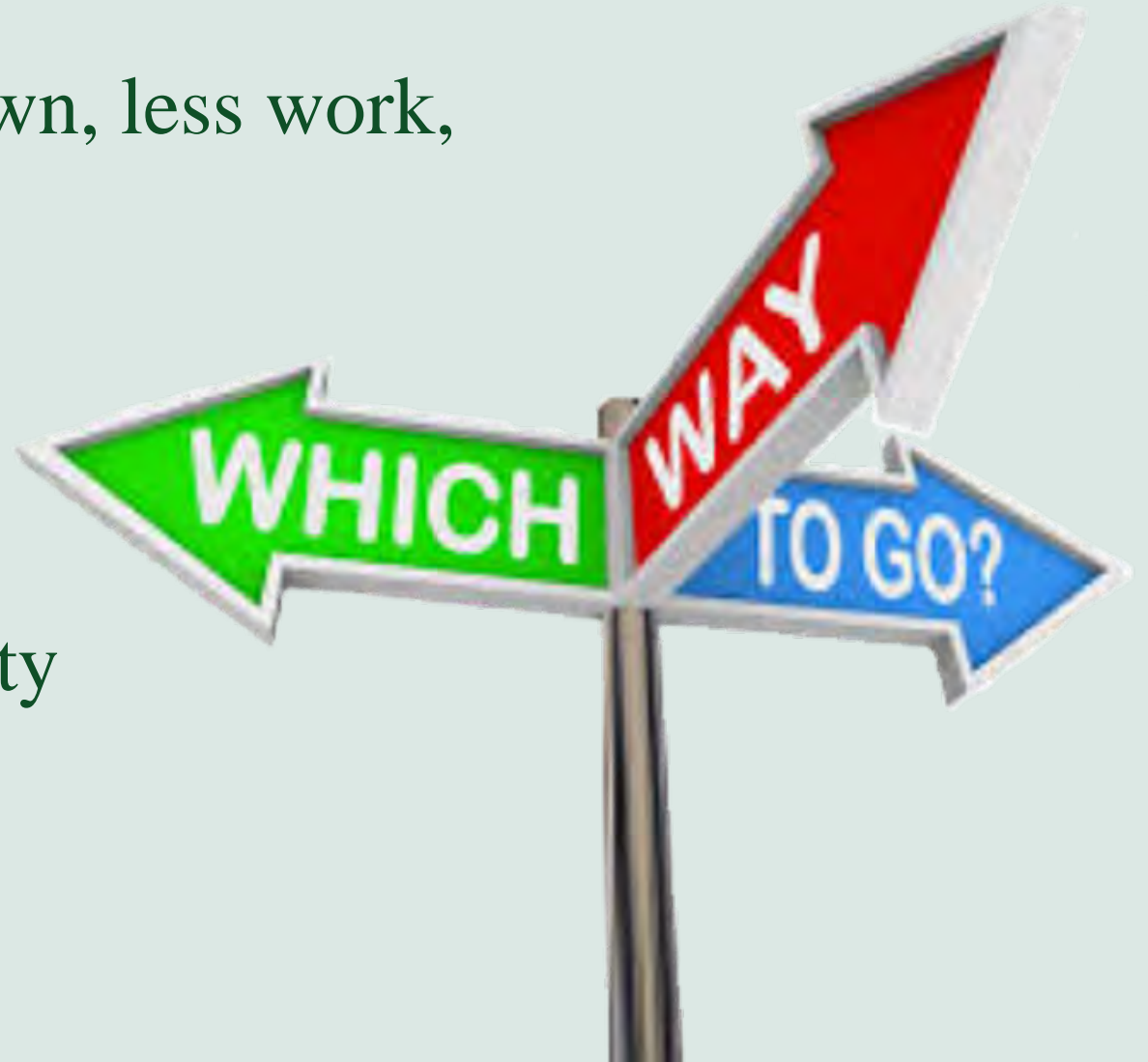
# Relieving the burden

- § Arranging your move or maybe your parents' move or both can be mentally and physically exhausting and extremely stressful
- § Auctions have been helping families and businesses through major transitions for decades.



# WHERE ARE YOU GOING?

- § Smaller house, one level, less lawn, less work, better weather, etc.
- § Retirement Community
- § Apartment
- § Assisted Living
- § Manufactured Housing Community
- § Move in with Family





# THINGS TO CONSIDER...

- § How much room will you have?
- § What do you want to keep?
- § What should I do with the rest?



# PERSONALIZED SERVICE

Clients are in charge!

- ◆ The key to a successful auction is to discover & determine clients' needs & then fulfill them.
- ◆ Auction companies offer a standardized approach/business model but tailor methods to individual comfort level and appropriate professional practices.
- ◆ Each situation is UNIQUE—it requires varied methods & flexibility
- ◆ Full support team & availability
- ◆ Coordination with network of resources

One of  
your most  
valuable  
assets



- YOUR HOME



# The Auction Advantage

Quick  
Turnaround  
(10-14 Days)

Ultimate Price  
Discovery  
Mechanism

Auctions  
Create  
Excitement

Time  
Definite

No  
Contingencies  
or Warranties

Comparable  
Commissions

Aggressive  
Marketing and  
Advertising

Forces buyers  
to be decisive

# NETWORKING

## COORDINATION OF SERVICES & RESOURCES





# THE NEXT STEP...



WHAT TO DO WITH ALL THIS “STUFF”!?



# ONLINE AUCTIONS





# TRADITIONAL LISTING

## Seller

- ◆ Higher prices on items
- ◆ In-home appeal
- ◆ Less expense/labor
- ◆ No contingencies—sold “as is”
- ◆ Quick turnaround time
- ◆ NO Limit to what buyer may offer
- ◆ More sale exposure

## Buyer

- ◆ Can bid 24/7
- ◆ Bidding from anywhere
- ◆ Can easily find items of interest
- ◆ Determines their purchase price
- ◆ Can bid on several auctions at one time



# GETTING ORGANIZED

Call us first! Let us give you some direction.

Tackle one room at a time.

Recycle, reuse, sell or donate. We have the resources to handle all of your items.

Make a list of items you can't live without. Beware of multiple items and your new space.

If you haven't used it in 2 years, you probably won't use it. Gift and legacy items, give now.

When first considering downsizing, call our transitional team for advice on where to begin or what is the best scenario for YOUR personal property.

# REMEMBER .....

CHOOSE  
Auction  
FOR THE  
HIGHEST QUALITY  
AUCTION SERVICES



# CODE OF CONDUCT

- ◆ HONESTY
- ◆ INTEGRITY
- ◆ PROFESSIONALISM
- ◆ HARD WORK
- ◆ ACCOUNTABILITY
- ◆ CONFIDENTIALITY
- ◆ QUALITY REFERRALS
- ◆ RESPECTFUL TREATMENT OF PERSONS & POSSESSIONS

Auctions  
can get  
you...

**RESULTS!**

**RESULTS!**

It's Your Investment. Get the Money You Deserve.



# QUESTIONS?

Contact me about any questions you have on utilizing the auction method of marketing

Sue Doyle

[suedoyle@absoluteauctionrealty.com](mailto:suedoyle@absoluteauctionrealty.com)

914-474-1232