

Your Downsizing Guide

top 10 seller questions



The Cadence Real Estate Group

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No. 1 pricing

What is My Home Worth and What Costs are Associated with Selling?

Get a Home Evaluation or a CMA. A Comparative Market Analysis (CMA) will help you determine an appropriate asking price based on recent sales of homes in your area with similar size & amenities. A Seller's Net Sheet will help outline any and all seller costs. These include, transfer tax, real estate commissions, brokerage fees, recording fees, title fees, etc.



No. 2 downsizing/decluttering

I Have Accumulated a Lot Over the Years. Where Do I Start?

The more work you do on the front end to get organized and decluttered, the simpler it will be to unpack and settle into your new space. Don't spend additional money or energy to move things you don't use or want anymore. Seniors or anyone selling a family home will benefit from our downsizing and decluttering partners.

No. 4 unwanted items

Where Can I Donate Unwanted Household Items?

Donating to charity is a great way to get rid of things you no longer want or need when moving and many companies offer pick-up service. Items that will not fit in your new home, or are more expensive to move than buy new, and have not been used in the last 3 years are items to consider. For items with little or no value, junk removal services will get rid of your bulky bags of clothes, old appliances, trash and other debris.



No. 3 estate sales/auctions

What Do I Do with Valuable Items that I Can't Take with Me?

An estate sale and an auction both offer ways for you to sell your belongings. The main difference is that with an estate sale you're selling everything in bulk whereas at an auction each item can be sold as its own lot or singular piece.





No. 5 deep cleaning

Should I Hire a Professional Cleaning Company?

Selling your home and moving to a new one may feel too overwhelming to manage on your own. Many homeowners hire professionals to help them throughout the process, including cleaning services. This can be a pre-list cleaning, a move out cleaning, or a pre-move-in cleaning.

No. 6 sres

Why Do I Need an SRES?

As an SRES-certified agent (Senior Real Estate Specialist), I specialize in senior transitions with specific needs and life circumstances, like downsizing, estate planning, and probate. It's important to have someone who knows the ins and outs of the process and who has trusted relationships with other experts.



No. 7 professional services

What Questions Do I Need to Ask My Attorney, CPA or Financial Planner?

- How should I hold the title?
- Do I have to pay capital gains tax?
- How can I reduce my tax liability when selling a home?
- Do I qualify for the Capital Gains Tax break?

The Cadence Group has partnered with trusted professionals who will advise you to make the best decision for your needs.



No. 8 professional marketing

Why is Professional Marketing Important?

Over 98% of buyers search for their home online. You have approximately 3-5 seconds to impress or "wow" them.

Professional photos are a MUST, followed by detailed floor plans, drone photography, staging, HD video tours, home websites and a comprehensive social media and online presence.



No. 10 disclosing defects

I Had a Small Flood in My Basement. Do I Need to Disclose This?

If a seller fails to disclose a material fact about the property's condition, the buyers could sue the seller for a material breach of contract. It is always better to over-disclose than to not disclose a known current or prior issue.



No. 9 pre-listing inspection

Why Do a Pre-Listing Inspection?

Get ahead of any potential problems or potential buyer concerns. Home inspection issues were responsible for 11% of contract delays and 9% of contract terminations in 2021, according to the National Association of Realtors. Repairing or replacing prior to the buyer's home inspection saves sellers money.