



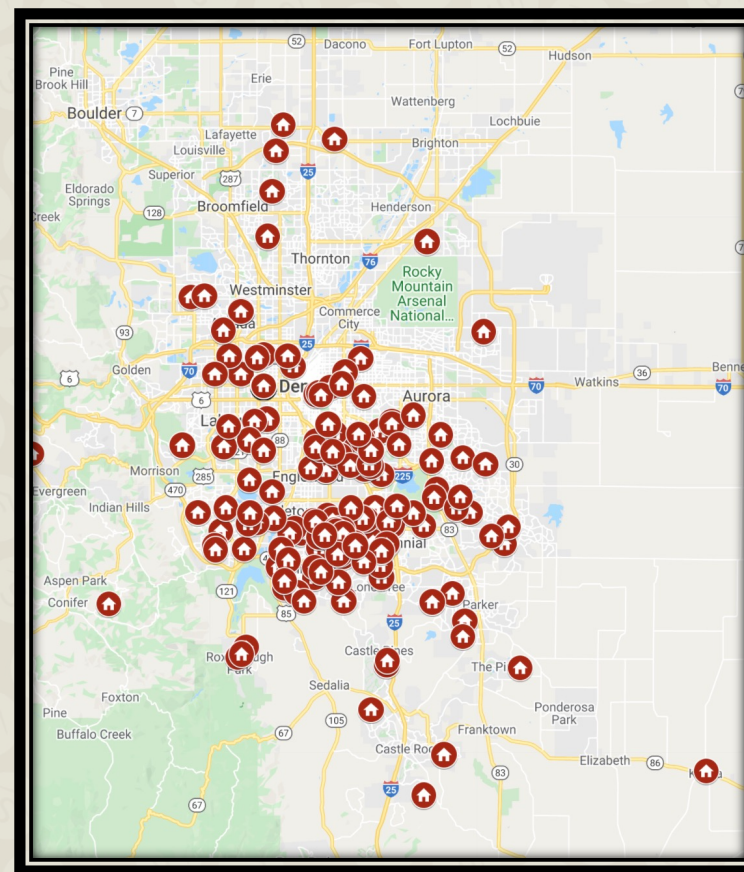
Decluttering and Where to Start

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WE MANAGE EVERY MOVE!

- Downsizing
- Investors
- First-Time Homebuyers
- Rightsizing
- Relocation
- Mountain Properties



A Move Handled with Care

- Full-service move management
- Locally-owned and operated
- Member of NASMM



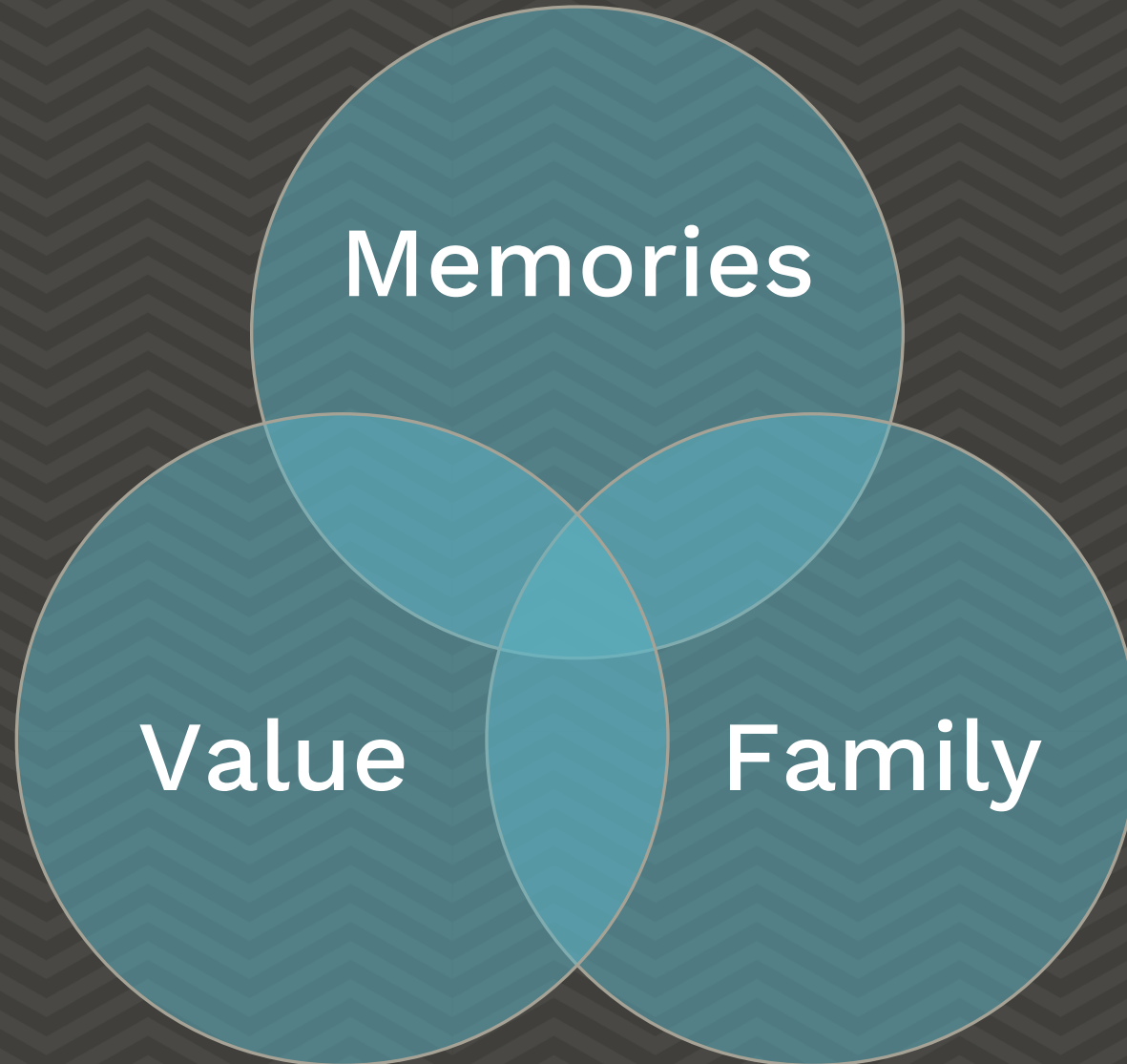
A move different
than any other
you've experienced.



SERVICES

- Complimentary consultation
- Custom floor planning
- Sorting services
- Packing
- Moving
- Unpacking
- Overall downsizing and move management

WHY IS DOWNSIZING SO TOUGH?



What is your goal or motivation?

What is your driving force to downsize?

- To be near a grandchild
- To be closer to family
- New life needs
- A partner's needs
- To be proactive



THREE STRATEGIES FOR DOWNSIZING

1. Rip off the band-aid!

- Labor intensive
- Wasteful
- Not practical



THREE STRATEGIES FOR DOWNSIZING

2. The Ostrich

- Procrastinate
- Kids and grandkids left to deal with it
- Emotional



THREE STRATEGIES FOR DOWNSIZING

3. Mindful downsizing

- Educate
- Employ a strategy
- Set timelines



THE GOAL: Downsize and Declutter

3,600 sq. ft. 4-bed home



1,200 sq. ft. 2-bed home



TIMING IT OUT

When to Start

Developing a
Strategy

Establishing a
Timeline

- 1+ year out from moving
 - Discuss with family
 - Locate problem areas
 - Sell
- 6 months out from moving
 - Decide what to bring with you
 - Declutter: give, give, give
- 1 month out from moving
 - Line up the home sale
 - Line up the move
 - Vacant or occupied?

GETTING STARTED

- Family and Friends
 - Set a timeline for deciding who gets what
 - Set deadline for removal/shipping
-
- **Room by Room Checklist:**
 - Inventory each room
 - Painters Tape to identify
 - Designate a room(s) for staging items
 - Common Mistake-Every room becomes a project



Blue=Keep **Yellow**=Family **Red**=Remove

Sell

- On-Line
- Consign
- Estate Sale

Donate

- Charity
- Give Away
- Gift

Trash

- Weekly
- Seasonal
- Pay



ESTATE SALES, BUY-OUTS & CLEAN-OUTS



- **Estate Sales**

- Occur after you move out
- Quality and Quantity

- **Buy-Out Basics**

- You receive one lump sum for items of value
- Typically include a clean out

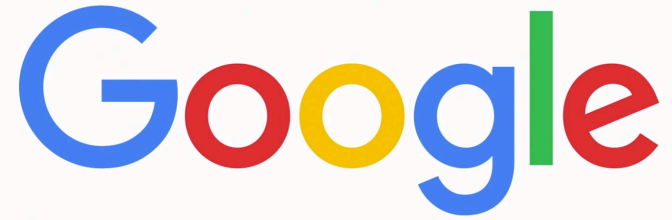
- **Clean Outs**

- Gone for Good, 1-800 Got Junk
- 16-ft cube truck: pay per quarter, half, or full
- No need to pack



The private social network for
your neighborhood.





Estate
Sales
NET



HOW DO YOU KNOW IT HAS VALUE?

- Google the item and look for sold price
- Go to an Estate Sale
- Go to a Consignment Store





WHAT'S HOT

- Mid-modern 1950s
Scandinavian
- Vintage holiday
- Bohemian wall hangings
- Farmhouse-inspired
- Copper



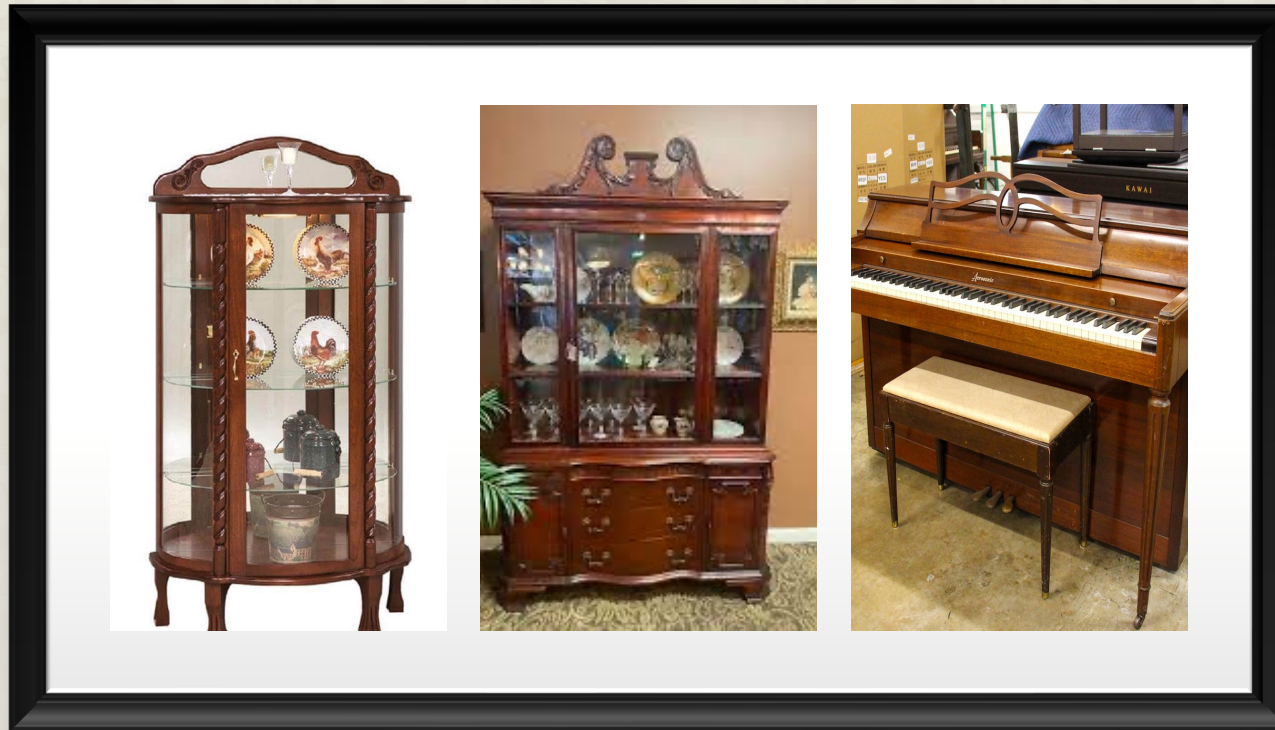


WHAT'S NOT

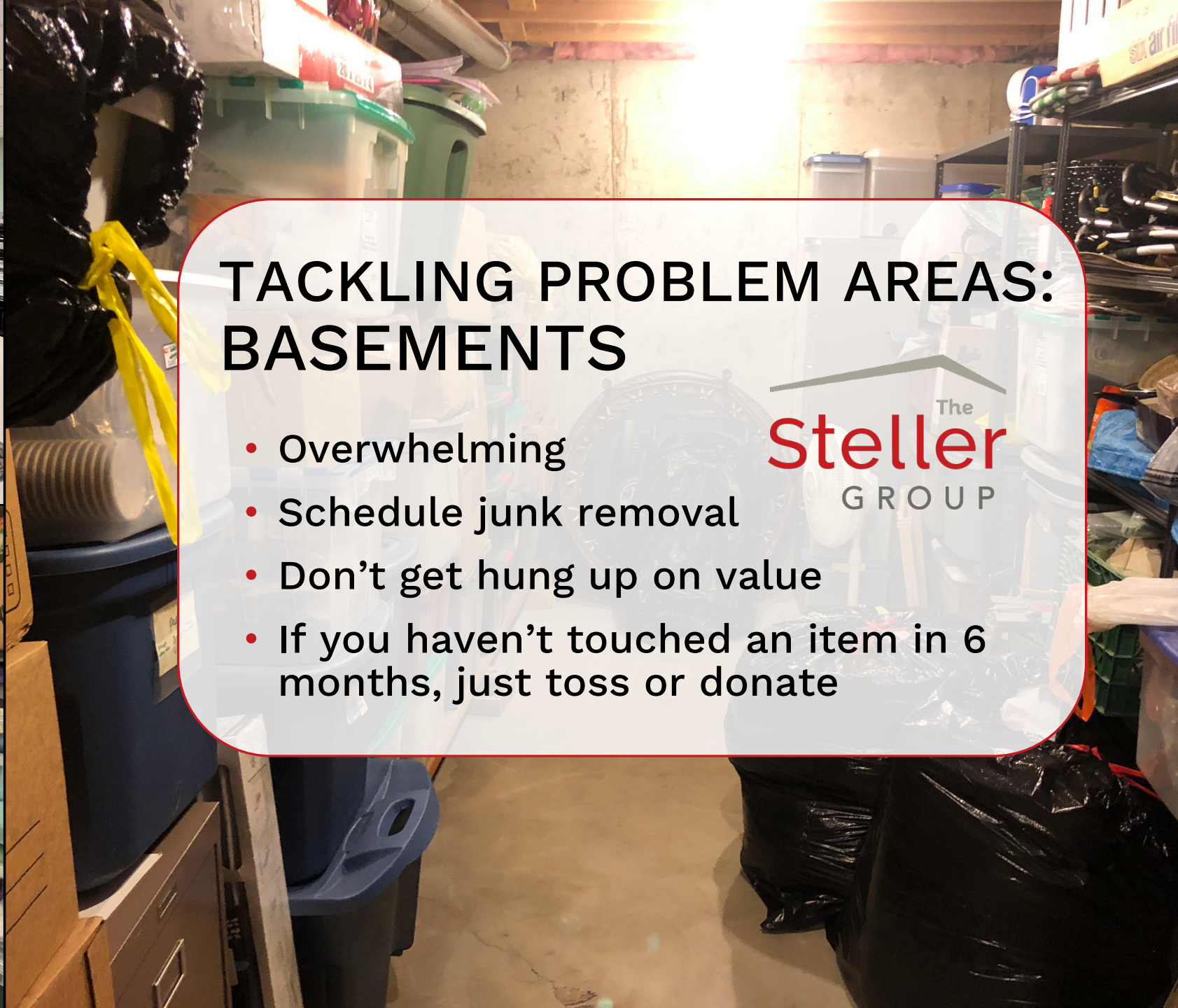
- Antiques
- China
- Hummels
- Oak furniture
- Plated silver
- Southwest décor
- Asian-inspired
- Crystal/cut glass
- Entertainment centers



WHAT ABOUT ANTIQUES? WHAT ABOUT PIANO'S



- Estate Liquidator Evaluation
 - Free consult
- Consignment:
 - Take pictures and send to store for valuation
- Pianos:
 - Armchair Samaritan
 - Classic Pianos of Denver
 - Nextdoor.com



TACKLING PROBLEM AREAS: BASEMENTS

- Overwhelming
- Schedule junk removal
- Don't get hung up on value
- If you haven't touched an item in 6 months, just toss or donate



TACKLING PROBLEM AREAS: Closets and Cabinets

- Closets
 - Great donations
 - Start a monthly pickup
- Paperwork
 - Taxes: 7 years
 - Stock sales: 7 years
 - Home records: 5 years post-sale
 - Final mortgage payoff: KEEP
- One Filing Cabinet Rule



OTHER SERVICES TO REMEMBER

- Paint recycling (5-gallon limit)
- Chemical round-up
- Shredding services
- Computers/monitors
- Firearms
- Medication drop-off
- Trash and recycling provider
- Curbside donation pickup
- Pickupplease.org





DIGITIZING YOUR MEMORIES

- Do-it-yourself
 - Scan-Print-Share
 - Shutterfly
- Local Resources
 - Memory Wise
 - Home Video Study-Arvada
- Legacy Box.com



ALL-IN-ONE DOWNSIZING



- Stuff
- Strategy
- Timeline

Declutter



- Where to move
- House Value

Prepare



- Time of Sale
- Staging
- Pre-Listing Improvements

Move



ALL-IN-ONE DOWNSIZING

- 1. Consult for Overall Strategy**
- 2. Bring in Estate Liquidators, Buy-Out/Clean Out Companies**
- 3. Establish Timeline for Move, Cleanout, Staging, and Sale**



TYPICAL TIMELINES

- 8-12 months out
- Create a downsizing pathway
- Sorting
- Coordinating junk removal and/or donations
- Estimate
- Contract and deposit for move



BOOK RESOURCES

- “Let It Go” by Peter Walsh
- “Less Stuff” by Lindsay Miles
- “The Gentle Art of Swedish Death Cleaning: How to Free Yourself and Your Family from a Lifetime of Clutter” By Margareta Magnusson
- “Overcoming Compulsive Hoarding” By Patricia Perkins



THE STELLER GROUP

- ☒ Free home value evaluation
- ☒ Short-term home consult
- ☒ Denverseniorseminars.com

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A Move
Handled *with Care*

