

A photograph of a middle-aged couple in a bright, modern kitchen. The man, on the right, has grey hair and is wearing a blue button-down shirt. The woman, on the left, has brown hair and is wearing a pink button-down shirt. They are both smiling and looking towards the camera. The man has his arm around the woman's shoulder. In the background, there are white kitchen cabinets and a window.

Mike McCarthy

R E A L T Y

The 3R Method for Downsizing
Reflect, Relocate & Rejoice



YOU FOUND YOUR FOREVER HOME. TWO STORY, 3 BEDROOMS, AND LARGE YARD IN A FAMILY-FILLED NEIGHBOURHOOD, IT WAS PERFECT! THE KEY WORD “WAS”.

ONCE YOUR KIDS GREW UP AND MOVED OUT, YOUR PERFECT HOME STARTED TO BECOME A STRESSOR FOR MORE THAN ONE REASON.

TRYING TO KEEP UP WITH THE RISING COST OF LIVING AND THE MAINTENANCE OF A LARGER HOME, YOU NOTICE IT YOU HAVE A HARDER TIME PUTTING MONEY AWAY FOR OUR RETIREMENT.

Do you feel stuck in the home that you once loved?

- The rising cost of living and maintaining a large home means you are not able to save for the retirement you want.
- Living in a family-friendly neighbourhood was nice at one point. Now you realize it is loud and want a quieter area to retire.
- Walking up and down those stairs every day is harder and harder. You know that having a home with little to no stairs would be easier.

You want to move, but you don't know where to start...



Delivering Home Happiness



LET US INTRODUCE THE 3R METHOD

We developed our 3R Method to help Hamilton-area Empty Nesters like you downsize as efficiently and pain-free as possible. You can rest assured that behind this system is a team of committed professionals. A team who cares and operates on your behalf and with integrity.

We are a team that always “has your back” and ALWAYS puts your “Home Happiness” above all.

Our "**3-R Method**" consists of **Reflect, Relocate & Rejoice**.

Reflect - Celebrate the great times and memories made in your current home that - thanks to Father Time - no longer suits your lifestyle. Assess what needs to come with you to your next home and what type of home will fulfill your desires for the next stage in life. Share and highlight the amazing things your current home can and will bring to its next loving owners.

Relocate - Work through the challenging but ultimately gratifying process of making your home the best it can be for the market. Find the right home that checks the most boxes for your next stage in life. Mesh the two processes and transactions together with a cohesive and coordinated transition process.

Rejoice - You've made it to your next place to call home and share with your loved ones. You've accomplished the lifestyle, logistical and financial goals you set out for yourself when you decided to downsize. You have a lifelong team behind you committed to "Delivering Home Happiness" forever. You can exhale. You can settle in. You can Rejoice.

Step One - Plan

In this step, we sit down with you and understand what exactly you want and need from this sale of your current home and the purchase of your new home. We then strategize an action plan that is the least disruptive to your life while ensuring that we deliver on all your wants and needs.

Downsizing can be difficult. What do you do with all the extra stuff you will no longer have room for in the new home? What type of home is best for your new lifestyle? How can you avoid “buyer's regret”?

By getting to know what your future plans are and your wants and needs, we are able to guide you in the right direction and take away all the uncertainties. The least disruptive action plan will allow for a smooth transition, which should help with any added stresses/anxiety some face when downsizing.

Step two -“Prep”

At this stage, we start to prep your home to attract the most buyers. We hire a home inspector to come and do a pre-listing inspection on your home so we can give interested buyers all the info on your home. We have a home stager come in and do a walk-through of your home and make suggestions on how to showcase it best. With your approval, we will fix any tasks on the inspection report to shorten the list. Once that is all completed, we will have the stager come back to stage the home at no cost to you.

The home inspection allows the buyer to make an offer without the inspection condition if they wish. This can sometimes speed up the process. Staging attracts buyers to be more inclined to book a showing. When they see an uncluttered, simple setup, they can picture their own furniture in the space.

Step three - “Capture”

I am sure you will agree that iPhone cameras have come a long way. They are still no match for a professional photographer. Imagine having wedding photos taken with an iPhone instead of hiring a professional. You will still have photos to remember, but they will definitely not be the same quality and style. The same goes for the home you want to sell. Professional real estate photographers and videographers will know exactly how to make your home stand out.

This is a very important part of the process. Buyers will first see your home in photos online. With the right staging and professional photos, it will stand out from the rest, and they will be more inclined to book a showing.

Step four - “Filter”

Have you ever seen something online and fallen in love with it, only to see it in person and realize it was not represented correctly? That can happen when you are searching for a new home. You may see the photos online and think it is perfect, but when you see it in person, you realize it's too small or was not maintained and is in poor condition.

We will set you up for an automatic search that will send you listings in your desired area that match your criteria, e.g. budget, amount of bedrooms/bathrooms. Before it gets sent to you, we will filter it even further and ensure that the listings being sent to you have everything that you are looking for.


Doing this extra step will allow us to filter out homes that may not be a match for you. It also saves you time and energy from not going to a showing of a home that does not have your specific wants and needs.

Step five - “Coordinate”

You sold your home and have purchased a new one that is perfect! Now the headache of packing/moving starts, right? Actually, we have you covered. We will arrange and schedule a move with a moving company of your choice; they will pack, move and unpack for you and help to get rid of any unwanted items. We will also be there on moving day to ensure everything is running smoothly and assist in any way we can.

Don't think we forgot about the new house. We provide a 1 yr home warranty to all of our buyers for their new homes. In the event that something malfunctions or breaks down, we have you covered.

This is one of our most important steps. This step allows us to turn this stressful task into a smooth one for you. The added home warranty we provide brings that extra peace of mind so you can enjoy settling into your new home.



Here's how you will feel when
you follow our 3R Method...

You were able to keep your memories and move on. Your new house feels like home. All the family pictures and keepsakes are on display, and you don't miss anything. Now you can enjoy time with your family without the hassle of the big home on top of it. You're creating new memories, and so happy you made this move.

You were able to find the perfect home. It is well-kept and quiet and has the perfect amount of stairs. There are no unused rooms or list of things that need fixing. It is located in a neighbourhood where neighbours take care of one another, and connect with their community.

It has everything you were looking for, and you don't have any buyer's remorse. You've reduced your monthly payments. You've freed up funds to enjoy life. You have the money and time. Now you can travel or try new activities, such as frequenting restaurants, taking classes, or picking up a new hobby.



TESTIMONIAL

My experience of working with Mike McCarthy was a truly positive and extremely helpful experience. He did what he said he'd do every time, and there seemed to be no limit to what he would do to make the process as smooth as possible. He followed through and was a calming influence on me too! He is so professional and personable, and great at what he does, and his on-going communications are really appreciated. I wouldn't hesitate to recommend Mike".

PAM McCORMICK

TESTIMONIAL

Mike and his team were invaluable in my grandparents' downsize. With his advice and help we started the process over a year before they ended up moving and it was an extremely good thing we did. From the prep to the pre-packing to the staging to the photography (they came twice, once in the summer and once in the winter!) to the relocating, it was smart, efficient and all done with the highest levels of care and professionalism. If your family has a downsize on the horizon, I can't provide a higher recommendation than to work with Mike and his team.

BRENDAN LANG

If you want to take the next
step, feel free to book a call.

See how my team and I can
help you.

Are YOU ready to Rejoice?

LET'S CHAT



About Me

30 years ago, I would never have guessed that I would become a residential real estate agent. I never saw myself as a “sales-y” type of person. What I knew about real estate was pretty much what I gleaned from watching “Glengarry Glen Ross” - not my cup of tea. But life has a funny way of working sometimes, and along the way you can learn things about yourself you might have never guessed before. And in that 30 year path, I came to learn that residential real estate is exactly where I'm meant to be.

Being a residential realtor allows me to create a Mission Statement that we can all unite around - “Delivering Home Happiness” to our clients, with a set of Guiding Principles that both empower my team members and align our actions with the goal of accomplishing Our Mission with each and every client. It allows my team and I to live every day with integrity, commitment, selflessness and compassion in service to our clients. It is what I have always been looking for even if it took me a while to find it.

I know that downsizing is difficult. It usually means moving from where your family's memories were made and often the place you have lived the longest. It's not easy to leave those behind and all the "stuff" you've accumulated, of both tangible and intangible natures. It usually occurs at a time in life where you aren't as young and limber as you once were. It is daunting. It is exhausting before you even get started.

This is why we developed our 3R Method to help Hamilton-area Empty Nesters like you successfully downsize, as efficiently and pain-free as possible. But also so you can rest assured that behind the system is a team of committed professionals who care and operate on your behalf, and with integrity. A team where everyone has the personal "make up" to perfectly fit into that vision I have always had and that finally came to me through real estate. We are a team that always "has your back" and always, ALWAYS - puts your "Home Happiness" above all.