



PEAK MOVE-UP PROCESS

*Helping growing families in Hampton
Roads upsize to their dream home.*



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You've been living in your dream home for years.

When it was just the two of you, your home was more than big enough. It might've even felt too big! You were never cramped and there was always more than enough room for all your things.

But life happens and things change.

Fast forward a few years later and it's no longer just the two of you. You've had a couple kids, and with that comes more stuff. Your home office soon became a nursery.

And then you found yourself raising a toddler with one on the way. You blink and now your children are in school.

Your family is growing, and your living space is shrinking.

It's inevitable. If you live in one place long enough, you'll acquire a lot of stuff. And it doesn't even have to take years! One day you'll wake up and feel like you're in an episode of "Hoarders."

It seems like there's never enough counter space in the kitchen to make dinner. Your dining room table is used as more of a "catch-all" table than for having family dinners. You find yourself tripping over items left on the floor, because there's no other place for them to go.



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So what can you do?



You and your spouse know something needs to be done, but you disagree on the solution. Should you get rid of stuff, or rent a storage unit? A storage unit would be one more bill to pay each month. But you both can't agree on what stays and what goes. And that's stressful.

It seems like your morning routine has gotten more chaotic.

We've all seen those TV sitcoms. The parents are rushing around in the morning, yelling at their children to hurry up in the bathroom. They're going to be late for school if they don't get in the shower right now! And of course, this makes Mom or Dad at risk for being late for work, too.

At one time, you watched these episodes and just laughed at everyone running around frantically.

But now you're starting to realize it's become your reality. You are that family with big brother pounding on the bathroom door yelling at his sister for using up all the hot water. You may have even resorted to brushing your teeth in the kitchen sink because that's the only sink available.

And sure, it's only 30 minutes of chaos in the morning, but it creates stress that your family takes to school or work.



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With all the problems piling up, it's hard to not let it get to you.

You're frustrated and stressed, and your spouse can tell. In fact, they might be feeling the same way. You may try to keep that tension bottled up, but eventually, it comes out.

You have that discussion with your spouse about how to fix the home you've outgrown, but you disagree on a solution. Your spouse wants to move, but you're happy in your home now. You've got everything the way you want it.

Or maybe your spouse suggests getting rid of some things, but it seems to be just your stuff. Right now, they're just little arguments, but you worry they will eventually turn into big fights. And you're trying to avoid that at all costs.

However there's no denying it - you've outgrown your home.

The question is whether to tiptoe around the problems or face them head-on to find a solution.

The truth is with these problems, it's hard to completely please all your family members. Someone will feel like they're compromising their happiness whether you stay in this home or move.

Change is hard, but sometimes change is necessary. Don't lose sight of your long-term goals in the day-to-day struggles.

Your dream home is a place where your family not only lives, but thrives.

And that may mean thriving somewhere else. It's time to have those difficult conversations and begin to discuss all the options your family has.

I can help with that.

My **Peak Move-Up Process** is designed for people like you, who've outgrown their current house and need to upsize into a bigger home. Each step is designed to take you through the home buying and selling process without all the hassle and headaches. Here's what the journey looks like.



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STEP ONE: Map Out Your Journey



Anyone who's climbed a mountain before knows you can't start by just hiking - first, you have to plan. You've got to know how long the hike will take, what the weather will be, and what you need to bring.

The same thing is true when selling your home to upsize into a bigger one. Maybe you've outgrown your home and need more room for your family.

And maybe you've noticed a shift in the neighborhood where now your children have no one their age to play with. Or maybe you've just run out of square footage for all your stuff.

When you use my **Peak Move-Up Process**, I'll be your guide to get your journey off on the right foot! This starts with a meeting where we talk about what you want/need in your next home. We'll also discuss your short- and long-term goals.

Based on these goals, I'll be able to map out the best route for you. This could be selling, renting, or using a lender program for your old home.

I'll be your guide to get your journey off on the right foot!



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STEP TWO: Research the Journey

Now that we know which path you'll be taking on your real estate journey, it's time to research the "hike."

The first thing you'll want to do is choose a lender and get a pre-approval letter. You wouldn't choose to hike a mountain without first knowing how long the trail is! Same thing goes for buying a new home.

Whether it's money you've saved up or profits from selling your home, we'll get that squared away first!

Your lender will know your financial limits better than anyone. And that pre-approval letter will show us the best homes you can afford.

I'll also create a market search based on your wants/needs so you can see what homes are available right now.

It's important to know what "supplies" you'll need for your journey. The biggest supply you'll have to worry about is money for closing costs and the down payment for your new home. Whether it's money you've saved up or profits from selling your home, we'll get that squared away first!



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STEP THREE: Prepare for the Journey



At this point, hikers have an idea of where they're hiking and what they need. But they still may not be quite ready to go. Sometimes they need to buy supplies or train to build up stamina for the journey.

Before I get your home on the market, we'll need to do some prep work, too! I'll tour your current home and we'll talk about any repairs that might need to be made.

We'll also discuss the features of your home so I can really make your listing stand out!

Since most people view homes online first, it's important that we have your home look in tip-top shape! I can provide suggestions on staging your home yourself or refer you to a professional stager. I'll also schedule a professional photographer to take listing photos at no cost to you!

Before I get your home on the market, we'll need to do some prep work! We'll talk about any repairs that might need to be made.



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STEP FOUR: Begin the Ascent



It's all come down to this. The hiker has prepped and trained... now it's time to begin the climb! This is when I list your current home on the market. Usually I'll host an open house to really increase the amount of viewer traffic. Depending on which route we decided on back at Step 1, we'll also start the process of buying or moving into your next home.

Not many trails are a straight path to the end. Your home selling/buying journey may have twists and turns, ups and downs. But don't worry, your "hiking" guide will be with you every step!

Remember that market search I created for you?

Now it's time to start viewing those homes! I'll keep you on the right "trail" as we tour homes that fit your upsizing needs. I'll also give you suggestions on how you can find the best home options for you. This could be like driving through neighborhoods at different times of the day/week or going online to view neighborhood statistics.

Then, we'll make an offer on a home you like. If the offer gets accepted, there will be home inspections, a title search of the property, and an appraisal done. If you run into anything blocking your path, no need to panic. You'll find most issues that can come from these inspections can be solved and not interfere with closing.



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STEP FIVE: Celebrate at the Summit!



The hiker has finally reached the summit! Now what? Is it time to just turn around and go home?

Heck no... it's time to celebrate the accomplishment!

Making it to closing day is a big deal, so take those selfies in front of your new home and post them to social media. Pat yourself on the back!

And I'll be right there with you on closing day. From doing a final walkthrough of your new home to congratulating you as you sign all the paperwork.

Just because our journey is over for now, doesn't mean we can't stay in touch! I'll be checking in with you periodically to see how the new home is treating you.

And you might even get a birthday phone call from me!

You'll find that when you buy or sell a home with me, you get a real estate guide for life.

**Making it to closing day
is a big deal, so ... pat
yourself on the back!**



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Last, but not least...



It's only been a few weeks since you've moved into your new home. But already you can feel that breath of fresh air! Everyone, including your children, has an area to keep all the items that are important to them without sacrificing space.

No more tripping over items left on the floor. No more cluttered closets and kitchen counters. And you can finally use your dining room table for family meals instead of a holding place for all your stuff!

Everyone has more privacy, and the general feeling in the home is one of peace.

Remember that chaotic sitcom morning routine? It's a thing of the past! Now that you have an extra bathroom, everyone can

get ready at their own pace without having to wait on each other. You're out the door at a reasonable hour and everyone is able to start their day on the right foot.

The tension with your spouse has also gone away. You're not having disagreements about whose stuff can stay and whose stuff needs to go. You don't have to spend extra money on a storage unit.

More importantly, you've regained that feeling of being on the same team. And you're both proud of the fact that you're doing your best for yourselves and your children.

These are the feelings you deserve to have every day.



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HERE'S WHAT A FEW OF MY PAST CLIENTS HAD TO SAY:

"Mike is the best. We've used him and his team for two home purchases, and will absolutely use him for a third. He's very knowledgeable, and responsive and makes the entire process as easy and straightforward as it can be. 10 out of 10 recommend!"

Rachel Williams

"Michael Karlins was an amazing agent to work with! He was extremely helpful, knowledgeable, and really interested in helping us find our perfect home. He was very patient in all of our changes and back and forth with decision making. He made great suggestions about different pros and cons when we asked questions as well. We would definitely recommend Mike and his staff for future selling or buying of future homes."

Wendy Stillwell

"We were very pleased with listing our house through Michael Karlins with Peak Realty. We were moving out of state and could not list our house until we had moved. We needed a realtor that would be able to work with us. Michael was wonderful! He is very personable, knowledgeable about the market and how to present our house. Michael always responded within an hour of a text or phone call and kept us up-to-date with weekly phone calls. He even went above and beyond by taking care of basic pool care while the house was listed (very kind because he did not have to do that!). Michael provided us with companies that were able to maintain cutting our lawn and to prepare our house for listing. The office staff at Peak Realty were friendly and helpful with getting documents needed to list the house and to give me information on turning off utilities to the house. We cannot recommend Michael and Peak Realty enough. We would totally have Michael represent us again."

Wendy Nichols-Davis



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If you're ready to take the next step, book a call to see if I can help you move-up into the home of your dreams!

Click on the button below or send me a PM in Facebook Messenger.



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About Michael Karlins:

Real Estate wasn't my first career choice.

It was actually construction.

I started working for a temp agency when I was 17, and that was my introduction into construction. I did a wide range of jobs from carrying drywall to doing floor covering. But it wasn't until I ran into a real estate roadblock of my own that I started thinking this could be a career for me.

In the late '90s, I had moved up to building homes. I found myself sitting with two newly built homes that needed to sell. I was nervous because it became a matter of selling them or having the bank take them over. I was basically told, "you've got to sell... or else!"

At any age, this would be scary to hear. But as a young man in my 20s, I didn't know what to do.

Meanwhile, as I waited for them to sell, I still had to pay two mortgages. Two water bills. Two electric bills. It stressed me out watching all that money go down the drain.

And there were a lot of nights I'd just lay awake in bed, tossing and turning.



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I went through two different real estate agents, and neither was able to close a deal. Months went by, yet they made no game plan for how to sell these homes.

Of course, I had no ideas... I built the homes, I didn't sell them! But could I?... that was when I started to consider getting my own real estate license.

After taking the real estate course and passing the tests, I got my license in 2000. Then I was able to navigate the problem behind my homes not selling and I finally got them sold myself!

I continued to do real estate part-time while still working in construction on a full-time basis. I built and sold homes, in addition to doing remodels and additions. This blueprint (no pun intended!) worked out great for several years.

But eventually, I wanted to quit construction. I enjoyed building homes, but my body was ready to call it quits.

In 2012, I decided to go into real estate full-time, and I haven't regretted it since!

My background in construction is valuable knowledge that I've been able to pass on to my clients. I can see a quality construction job right away, which can be helpful when picking out your next home. I'm also able to advise on repairs and improvements you can make to your current home to get it sold.

All I want to do is set my clients up for success.

Buying or selling a home shouldn't be a scary experience! But I learned the hard way that if you work with someone not willing to problem solve and regroup, you can certainly feel like you're out of options.

You don't have to feel alone in your next real estate experience. Together we will come up with a winning game plan to buy or sell your next home.



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