



LISTING GUIDE

THE **BAKARICH** TEAM



A TRUSTED PARTNERSHIP

Our Mission: A trusted team of professionals to be relied on for all of your real estate needs - always having your best interests at heart!

Our Vision: To be recognized as the most dedicated and ethical realty service in Southern Arizona. With our loyal service, our client base will consistently be at least 90% return customers and referrals.

We invite you to experience The Bakarich Team difference!

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There is really no place like home...

From childhood to parenthood to retirement, your home is a statement not only of personal freedom but also of financial strength. In fact, for many, buying a home will be among the most significant investments you'll make in your lifetime. The Bakarich Team loves real estate—the land, the homes, and all those involved in the purchase, ownership, and sale of it. Professionally, we are dedicated to discovering and sharing the best real estate wisdom with everyone, because knowing and understanding the numbers that drive real estate will inform your decisions along each step of your home-buying journey.

Your home may be your biggest asset, so it's imperative you partner with a professional who can get you to the finish line, who understands everything involved, and can help answer all your questions throughout the entire process. Since there are so many moving parts to home sales, and several parties involved, it's important that you work with someone you can rely on to have the expertise needed to exceed your goals.

Of course, your real estate market is driven by local factors, and we'll look at those numbers to determine exactly which homes meet your particular wants, needs, and price range. The insights in this guide are geared to help you successfully navigate the home-buying process. We are excited to pass along this informative home-buying guide to you and encourage you to read through it, highlight it, and take notes!

“Michelle is easily the best realtor I have ever had the experience of dealing with. From start to finish, she was by my side explaining everything that I would need to know during the purchase of my house. She was always willing to answer my calls or respond to emails 24 hours a day, 7 days a week. I would strongly recommend anybody who is interested in buying a house to use Michelle Bakarich!”

The Team



MICHELLE BAKARICH – REALTOR® | ABR | SRES | MRP | ALHS
The Bakarich Team – Team Lead

HomeSmart Advantage Group – Swan Branch Manager

Michelle was born and raised in San Francisco, CA. and relocated to Tucson, AZ. in 1989 to attend the University of Arizona. She has since raised her twin boys here in Tucson, who are both now attending the UofA as well. Michelle's passion for her family and this community directly contributes to her excellence and strong work ethic when it comes to working with her clients and caring for their needs. She specializes in relocations, first time buyers, luxury homes, short sales, foreclosures, investment portfolios and estate sales. Michelle is passionate about selling real estate and working with Buyers and Sellers as a trusted partner in their relocation journeys. Contact Michelle today to discuss your real estate needs with confidence. (520) 991-6234

The Bakarich Team is HomeSmart Advantage Group's #1 Team with Michelle as the #1 HSAG Agent and the Top Producing REALTOR® in MLSSAZ with the Most Home Sales in Vail & Upper Southeast Tucson. Our group of talented individuals specialize in all aspects of Real Estate. Our top priority is to listen to you, our valued client, and to always have your best interests at the forefront.



WENDY STOKAN
REALTOR®

Wendy is a native Tucson Eastsider with a passion for helping people find homes they love. As a licensed Real Estate Agent for the past 15 years, she has become an expert in the area and knows the market very well. Wendy is very personable, down to earth and upbeat. She genuinely wants to help you find the right home for you using a zero-pressure approach with outstanding responsiveness and availability. In her free time, Wendy enjoys baking, gardening, doing puzzles and riding electric bikes.



MARIA VILLARREAL
REALTOR® | HABLA ESPAÑOL

Maria relocated from Acapulco to California 30 years ago. She moved up to Seattle where she began a successful Real Estate practice in 2006. She and her husband recently transferred the family to Tucson for a new career opportunity and to get back into the sunshine. Maria is very happy to continue helping clients with their housing needs as a REALTOR in Southern Arizona! Maria's hobbies include spending time with her family and granddaughter either cooking, watching movies, or enjoying the pool or the beach.



SEAN NELSON REALTOR®

Sean has resided in the Tucson valley since moving with his family from Northern California at an early age. He brings 30 years of Sales experience to the team with a high focus on customer satisfaction. After some time in the New Construction industry, Sean is delighted to be working as an Agent to help Buyers find the perfect home for them as he understands that their home is their greatest investment and enhancement to their daily lives. When not hard at work, Sean does enjoy cooking, reading and spending time with family and friends.



ERIN CALLOR Transaction Administrator

Erin's broad background in marketing and human resources, combined with her previous experience as a licensed Real Estate Agent, provides a positive and seamless transaction experience for all parties. She understands the dynamic of a fast-paced Real Estate market. Her attention to detail, strong organizational skills and energetic personality makes for a stress-free experience. Erin is a native New Yorker that relocated to Tucson in 1998 following her parent's retirement. She is married and has a beautiful five year old daughter.



SUSAN LASLEY Listing & Transaction Administrator

Susan has 20 years of experience with contract preparation, finance, and administration. She has superb customer service skills and an admirable work ethic, which has been a great asset to the success of The Bakarich Team. Susan is the team's dependable and essential right-hand, ensuring all of our client communications are handled with care. She is a Tucson native living in Vail who enjoys spending her free time with her husband and 3 amazing children.



CRYSTAL ALEGRIA Client Services Coordinator

Crystal is a Kansas native that now calls the desert home. She is responsible for helping our clients find their dream homes in addition to assisting Michelle with the scheduling of showing and listing appointments plus so much more! A background in Legal Administration gives Crystal her amazing attention to detail and a true desire for delivering stellar service to happy clients. Crystal loves experimenting with new recipes, relaxing around the fire, and spending time with her husband, three dogs, and parents who live nearby in Vail.



REN CALDWELL Systems & Marketing Director

Ren has an extensive background in IT, digital marketing, and team/project management. Her excellent communication skills, technical knowledge, and attention to detail have allowed her to excel over the last 21 years in the industry. Ren puts her skills to work for the team by listening and understanding our business needs to help us put our best foot forward, in turn allowing us to provide outstanding service to our clients. She is a Tucson native who loves cooking, traveling and ocean diving.

Testimonials



"I worked with Michelle on buying my first home. She was extremely knowledgeable about the buying process from A to Z. She was able to show me houses in my price range as well as the types of properties that were most appealing to me. Michelle is both personable and professional at the same time, you feel like she truly cares about you as a person and a customer. Without a doubt I would recommend Michelle to friends and family for any of their real estate needs. She got me a great deal on my 3 bedroom, 2 bathroom home, in the perfect location for me." ~ Dan

"Michelle delivered results! I was referred to Michelle when my luxury home in a NE golf community had few showings and didn't sell after 9 months with another agent. I needed an agent that was going to be honest and up front with me and that is exactly what I got. Michelle was personable yet professional. She guided me in how to best showcase my family's home to again be the jewel in the neighborhood. Then her skills really shined as she brought in qualified buyers and negotiated a top of market sales price. She was able to get my family into a fabulous new home in the same community, on the course, and below what I had budgeted. Michelle earned my business and has represented other family members in their sales and purchases." ~ Stacy

"Michelle is one of the best! I'm a Federal Agent with CBP and contacted Michelle when I received short notice that I was being transferred to Puerto Rico. I had watched Michelle sell another home in our Riverhaven subdivision very quickly. Our neighbor recommended her highly. She was always available, no matter what the time, to answer our questions by phone, email or in person if need be, Michelle was a step ahead presenting us with the best options in addition to keeping us fully informed without my wife or I having to ask for an update. She had a buyer lined up in no time and we felt that the negotiation process couldn't have gone smoother. Michelle's skills brought us the price we needed to make the move with cash to spare. It literally was a stress-free transaction thanks to Michelle. All we had to worry about was the movers. We have recommended her many times to our friends and colleagues in Tucson. Over and over she proves to be one of the best!" ~ Jose

"I could not be more thrilled that we chose Michelle to help us find our new home! We had several friends who had used her as their agent and recommended her highly, and so we decided to give her a try. Given that this was our first home purchase I had no idea what to expect. However, she was knowledgeable, accommodating, really helpful, and made the process not only doable but even fun! When we got into the process of making an offer, I knew she totally had our back. She walked us through the entire process, and was an incredible negotiator. Due to her connections and long term professional relationships, we were able to have an excellent experience securing our mortgage, getting the home inspection, and finally getting our dream house. We are about to close on our first home, and I have no regrets. I know that we will use Michelle's services in years to come, but I don't think I'll ever want to sell the home she found for us! I am completely sincere when I say that she will do an excellent job with the utmost integrity. Thanks Michelle!" ~ Megan

Marketing



Marketing Plan

THE 89-POINT MARKETING & SALES PLAN

Our 89-Point Marketing & Sales Plan is proven and designed to capture the maximum exposure for your home in the shortest amount of time. Here are just a few ways we will sell your home quickly and for the most money possible.

Marketing Plan Highlights:

- Price your home strategically so you're competitive with the current market and current price trends.
- We utilize a professional estate photographer and Matterport 3D Tours for all of our listings.
- Offer a consultation on how to best prepare your home to cast a positive light on the features most important to buyers: uncluttered rooms and closets, fresh paint, and terrific curb appeal (additional cost may apply). Help with staging the home by bringing in special display items and more!
- Optimize your home's internet presence by creating a custom single property website with custom domain name. Posting your home on the HomeSmart Advantage Group's Listing System, as well as in the local MLS systems; all including plenty of photographs, virtual tour and a description of your property. Your home will be found on a minimum of 350 syndicate websites.
- Create a home book, glossy brochures and customized fliers to place inside your property.
- Advertise your home in neighborhood direct mail campaigns, email campaigns and social media.
- Create an open house schedule to promote and market your home to prospective buyers.
- Target active buyers and investors in our database who are looking for homes in your area.
- Target marketing to other active Agents who specialize in selling homes in your neighborhood.
- Include your home on the Agent MLS tour which will allow other agents to rate and see your home.
- Provide you with regular updates detailing our marketing efforts, including comments from the prospective buyers and agents who have visited your home.

“Michelle was amazing! She took the time to research the neighborhood, had great resources for home improvements, made my place shine and has the patience of an ANGEL when dealing with the difficult speed bumps. She was able to get me well over my expected profit with her knowledge of the market.”

Open House

TAKING OPEN HOUSES BEYOND THE BASICS

Holding an open house is serious business. Below is a chart that shows you exactly how we can maximize open houses to sell your property.

LEVEL 1

Sign in yard



LEVEL 2

Sign in yard

Sign in yard with balloons and riders



LEVEL 3

Sign in yard

Sign in yard with balloons and riders

Directional signs at all key corners with balloons and riders



LEVEL 4

Sign in yard

Sign in yard with balloons and riders

Directional signs at all key corners with balloons and riders

Fliers the week before, email invites and posted on websites



LEVEL 5

Sign in yard

Sign in yard with balloons and riders

Directional signs at all key corners with balloons and riders

Fliers the week before, email invites and posted on websites

Invite the neighbors, especially the renters in the nearby area



LEVEL 6

Sign in yard

Sign in yard with balloons and riders

Directional signs at all key corners with balloons and riders

Fliers the week before, email invites and posted on websites

Invite the neighbors, especially the renters in the nearby area

Make morning of reminder phone calls



LEVEL 7

Sign in yard

Sign in yard with balloons and riders

Directional signs at all key corners with balloons and riders

Fliers the week before, email invites and posted on websites

Invite the neighbors, especially the renters in the nearby area

Make morning of reminder phone calls

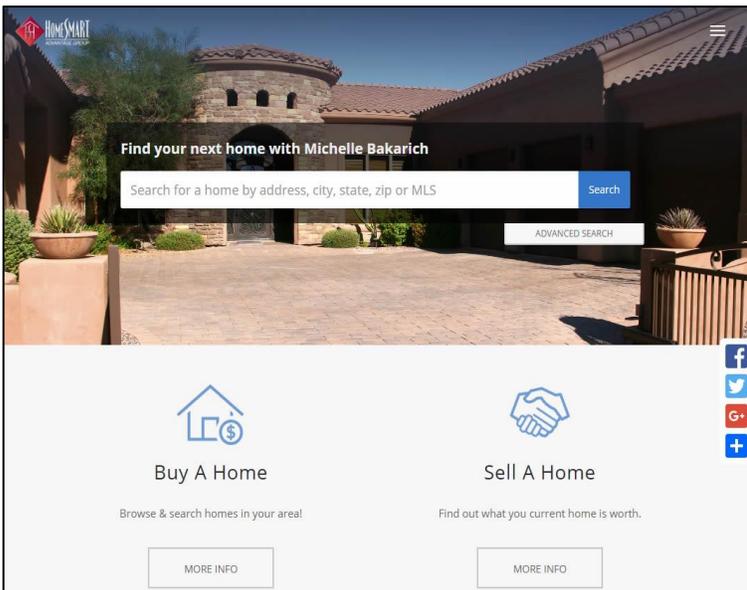
Hold other open houses in the area in various price ranges

Online Promotion

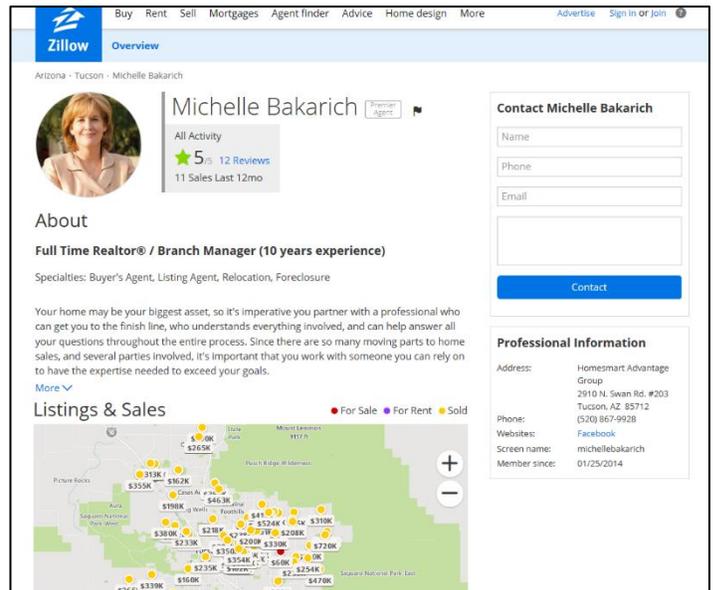
Today, your first showing is on the internet!

Almost every buyer begins their home search on the internet. That is why having a team with an internet focused Marketing system is the key.

www.WeBuySellTucson.com



www.Zillow.com/profile/MichelleBakarich



INDIVIDUAL LISTING WEBPAGE

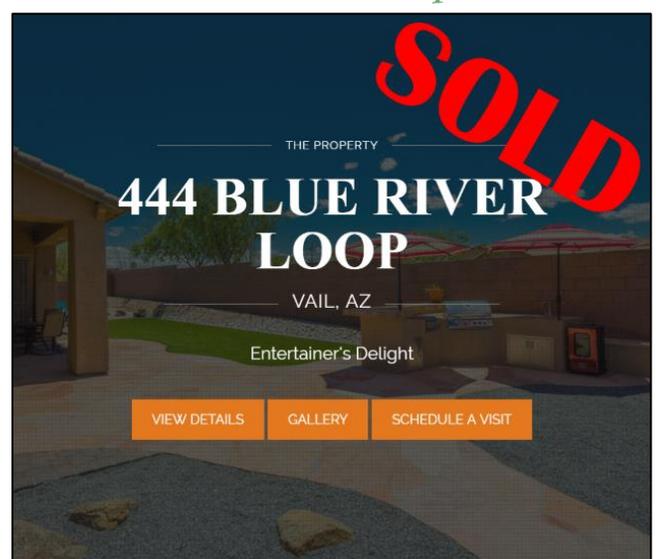
Each of our listings will have their own individual page on our website, giving your home more visibility in the internet world. Each page will feature a description and professional interior and exterior photos of your home and a 4k Matterport 3D Virtual Tour.

MULTIPLE LISTING SERVICE

One of the first steps in marketing our properties for sale is entering them into the Multiple Listing Service. By doing this we have hired the 1,200+ members of the Tucson Board of Realtors to help us sell your home. Agents are working with the most probable buyers for your home and it is important to get your property in front of them as soon as possible.

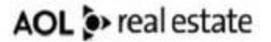
PICK YOUR PERSONALIZED URL:

www.BlueRiverLoop.com



Online Promotion

When you list with us, your property is entered into the Multiple Listing Service (MLS) system for Southern Arizona. This exclusive system pushes your listing to all of the most popular real estate search websites.



300+

Plus, over 300 additional websites!

Pricing Strategy



Helping You Find the Right Price for Your Listing

It is very important to price your property at competitive market value when we finalize the listing agreement.

WHEN WE PRICE, WE CONSIDER

- Homes similar to yours in size, price, area, age, upgrades and amenities
- Your area competition and how many months of inventory currently exist
- The best price to reach two pricing brackets (in online searches)
- What new construction in your area can be purchased for

BUYERS AND SELLERS DETERMINE VALUE

The value of your property is determined by what a buyer is willing to pay and a seller is willing to accept in today's market. Buyers make their pricing decision based on comparing your property to other properties SOLD in your area. Historically, your first offer is usually your best.

PRICING YOUR HOME ACCORDING TO BRACKETS

Buyers search in price brackets, therefore, it is better to be priced at \$250K than \$249,900. This way you appear in searches for homes priced from \$200K to \$250K and in searches for homes priced from \$250K to \$300K.

At \$249,900, you only appear here

\$200,000 to \$250,000

At \$250,000, you appear here and here

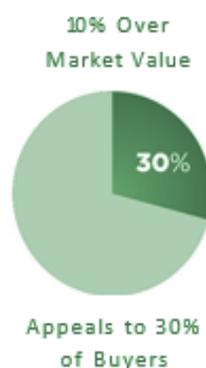
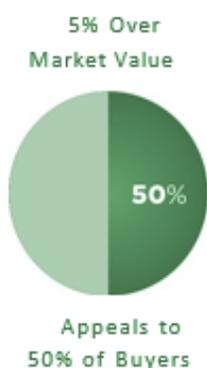
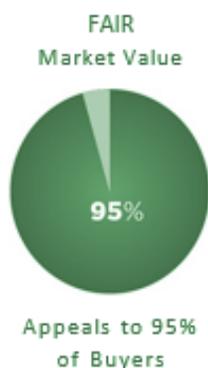
\$200,000 to \$250,000

\$250,000 to \$300,000

Pricing Strategy

PRICING & PROPERTY APPEAL

Fair market value pricing will enable you to reach 95% of the buyers searching in your homes criteria. Just 15% above fair market value will decrease your buyer pool to 20%. The pie charts below show how pricing over market value decreases Buyer appeal.



DIFFICULTY WITH OBTAINING FINANCING

Lenders base decisions on appraised fair market value. If a lender's appraisal determines the purchase price to be above fair market value, and above what the lender is willing to finance, they may require a Buyer to make up the difference in cash. Frequently, a Buyer does not have funds to pay the difference between the appraised value and the contracted purchase price.

IMPACT OF PRICING TO SELL

In a recent study, **48%** priced their home according their agent's interpretation of the market value and those seller's listings....



Sold after **56** days on the market compared to 105, and sold **49** days faster.

Sold for at least **1 less** price reduction.

Sold for **6.7** percentage points higher in the list-to-sell ratio. For a home listed at \$200,000, that resulted in a list price-to-sell ratio of 96% versus 89%. That's a difference of \$13,400!

Pricing Strategy

ONE OF THREE THINGS WILL HAPPEN ONCE THE LISTING GOES ON MARKET...

1. The property receives little action (low to no showings).

This can only mean one thing; the market is rejecting the property based on price. Buyers and other realtors recognize value, and if they feel the property does not represent a good value, they will not even look at it.

Solution: A price reduction.

2. The property has showings, but no offers.

In other words, the property is always the bridesmaid and never the bride. Although this may also be frustrating to the seller, it is better than the first outcome. Statistics show that we can expect an offer prior to the twelfth showing. If we have showings beyond that, it either means that the home is slightly over priced or that there is a condition issue that should be addressed.

Solution: Correct the condition issue or a minor price adjustment.

3. The property sells!

If we hit the market just right we may be fortunate enough to have an offer right away. A quick offer does not mean we are underpriced. It means we were fortunate to hit the market at the perfect time.

EFFECTS OF OVER PRICING

1. Lower Levels of Brokerage Exposure; Lower Levels of Buyer Exposure

Agents will not show overpriced properties to their buyers. Buyers not working with an agent perform enough research to know an overpriced home and will not take the time to view that home.

2. Taking Longer to Sell

Houses priced above fair market value take longer to sell. Pricing your property competitively will help your property sell in the shortest time possible and avoid increasing prolonged days on market, which means a lot of lost revenue while the house sits idle on the market.

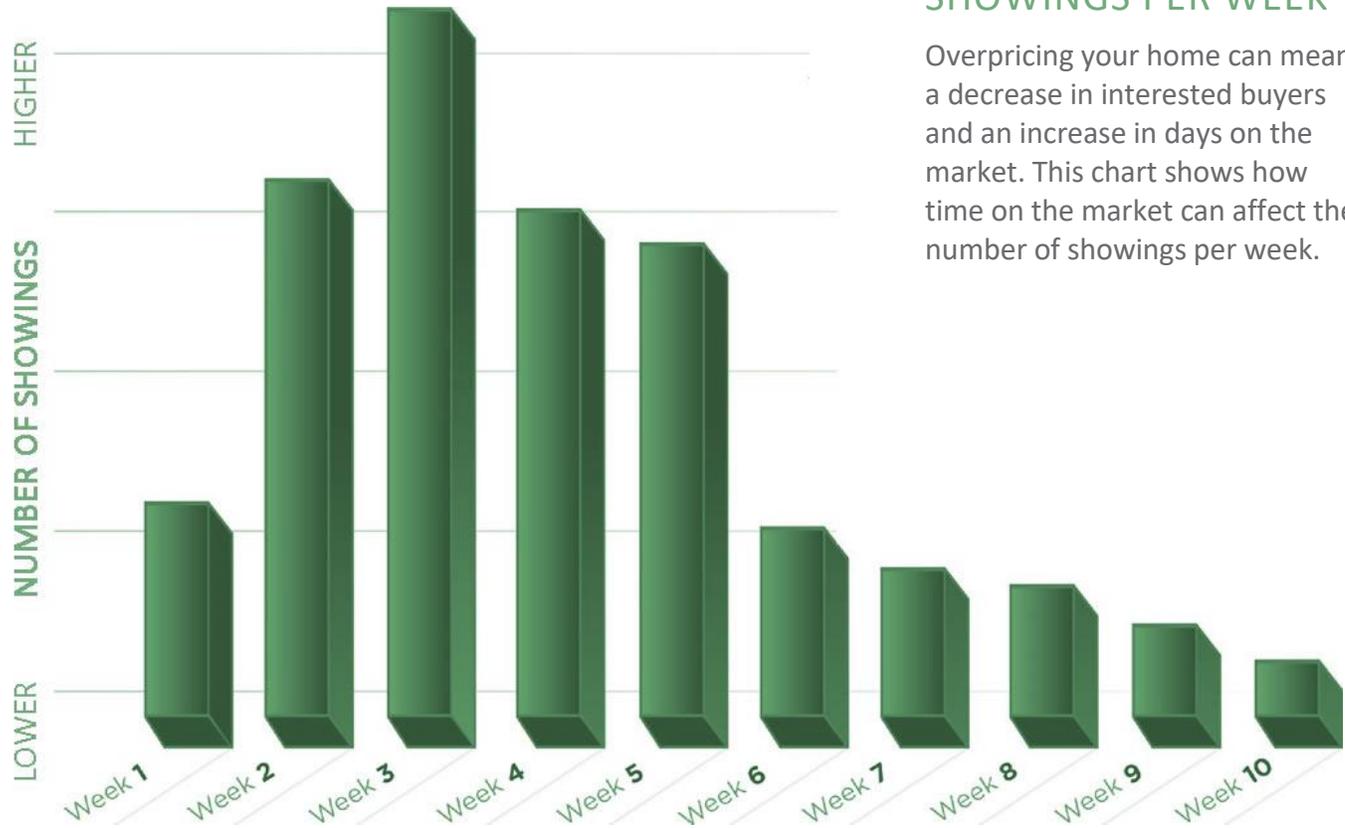
3. Missing Initial Selling Activity

The best time to capture a buyer is in the first weeks when sales professionals and buyer interest is the highest. Advertising and other marketing efforts can be neutralized. Marketing time becomes prolonged and initial marketing momentum is lost.

4. Longer Days on Market

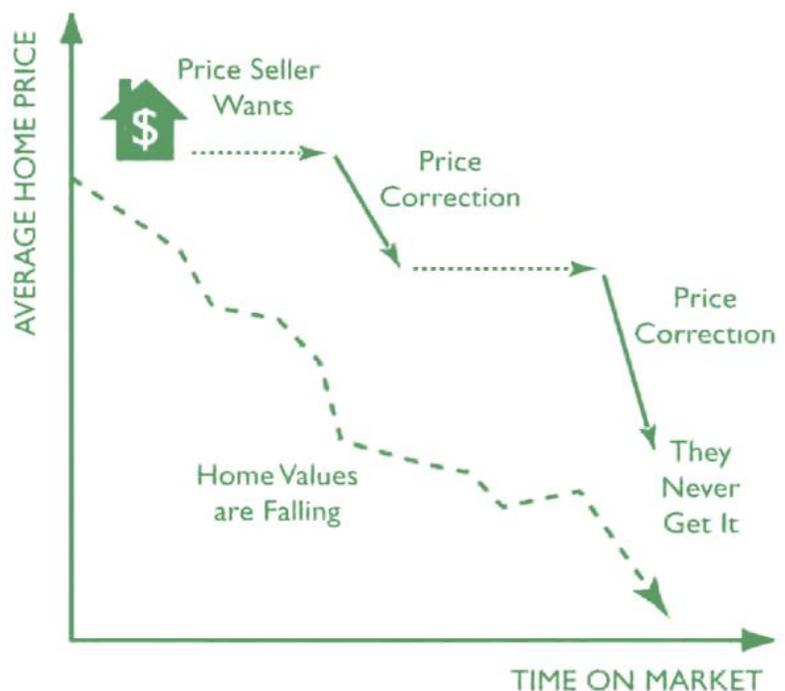
An overpriced property is perceived as 'stale' regardless if price reductions are implemented or if there is "room" for negotiating. The perception is that the home is not as desirable. Overpriced homes typically experience longer days on the Market. Buyers interpret longer days on market to mean 'buyer beware.'

Pricing Strategy



PRICE AHEAD OF THE BUYER'S MARKET

If sellers fall behind of a market with falling home values, they can end up chasing the market down, because home values are always falling faster than their price reductions.



Pricing Strategy

UNDERSTANDING WHICH ITEMS YOU CAN CONTROL

There are certain unchanging factors that determine how quickly and for what price your home will sell. Some of these are out of your control, but the others are completely under your control. All of them are important in the home selling process, so carefully consider your options when listing your property for sale. Take into consideration the items on the list that you do control and together we will evaluate them.

ITEMS YOU CANNOT CONTROL

1 The Marketplace

A "Buyer's Market" tends to favor the buyer in terms and pricing. Typically in a Buyer's Market, homes may stay on the market a little longer, there may be more inventory than actual buyers, and you may have to adjust your pricing. A "Seller's Market" favors the seller. In a Seller's Market, homes may sell faster, with some competition in offers, and may even sell above the listing price. Interest rates may also affect the marketplace. A lower rate spurs buying, and rising rates may cause some buyers to wait until rates lower. Many times buyers may have qualified to purchase a home based on the lower rate and now find themselves priced out of the marketplace. As the type of marketplace shifts, you re-evaluate your position in the sale of your home. You cannot control the marketplace, but you can control how you react to it!

2 Other Properties for Sale

As soon as you make the decision to list your property for sale, you will inevitably notice all of the other "For Sale" signs in your area! While you may not have the only property for sale, you can definitely check out the competition. Having a good idea of what price the other properties in your area are listed at, what condition they are in and how long they have been on the market can give you a competitive edge in the sale of your property.

ITEMS YOU CAN CONTROL

1 The Use of a REALTOR®

Using a REALTOR® to list your property can reduce the stress that goes along with a transaction. There are a number of documents, obligations, timelines, inspections and other important items associated with the sale of your home and I can help you with all of them. As a HomeSmart agent, I have access to marketing and listing tools that will expose your property to a great deal of clients. That means a larger pool of potential buyers for your home.

2 The Listing Price

You never want to feel as though you are "giving away" your home, but properly pricing your house will have a significant impact on how quickly it sells. Homes receive the most viewings during the first few weeks on the market. To list your home at a higher price to test the waters may be damaging your opportunity for a showing to a qualified buyer. Higher offers tend to accompany a fair market value, and other agents will be more likely to show your property enthusiastically if they believe it is a good value for their clients. Remember, the value of a home is established by what buyers agree to pay for the home and what sellers agree to sell the home for.

3 Additional Terms & Conditions

Not all buyers can purchase a home without any terms. Most buyers need financing, some time to possibly sell their own home, and usually have a request for a repair or two. Maintaining an open mind about terms and conditions may make your property more favorable than another. Helping with closing costs, agreeing to a longer or shorter close or escrow and offering a home warranty on your property are just some of the ways you can assist a buyer. Depending on the marketplace and other properties for sale, these may just do the trick when listing your home. I can give you advice on which terms and conditions may work best.

4 Suitability

The condition of your property can make or break a deal. First impressions are powerful and you should use all of your resources to ensure that your home shows well. Keeping the outside landscaping trimmed, touching up kitchens and bathrooms with simple painting and caulking, making minor repairs, and keeping the house clean can mean the difference between a buyer putting an offer on your home or on another one listed in your area. I will give you some other helpful tips on the best way to present your home for sale.

Real Estate Process

This chart illustrates the roadmap of the Real Estate Buying & Selling process, which your Realtor® will guide you through.

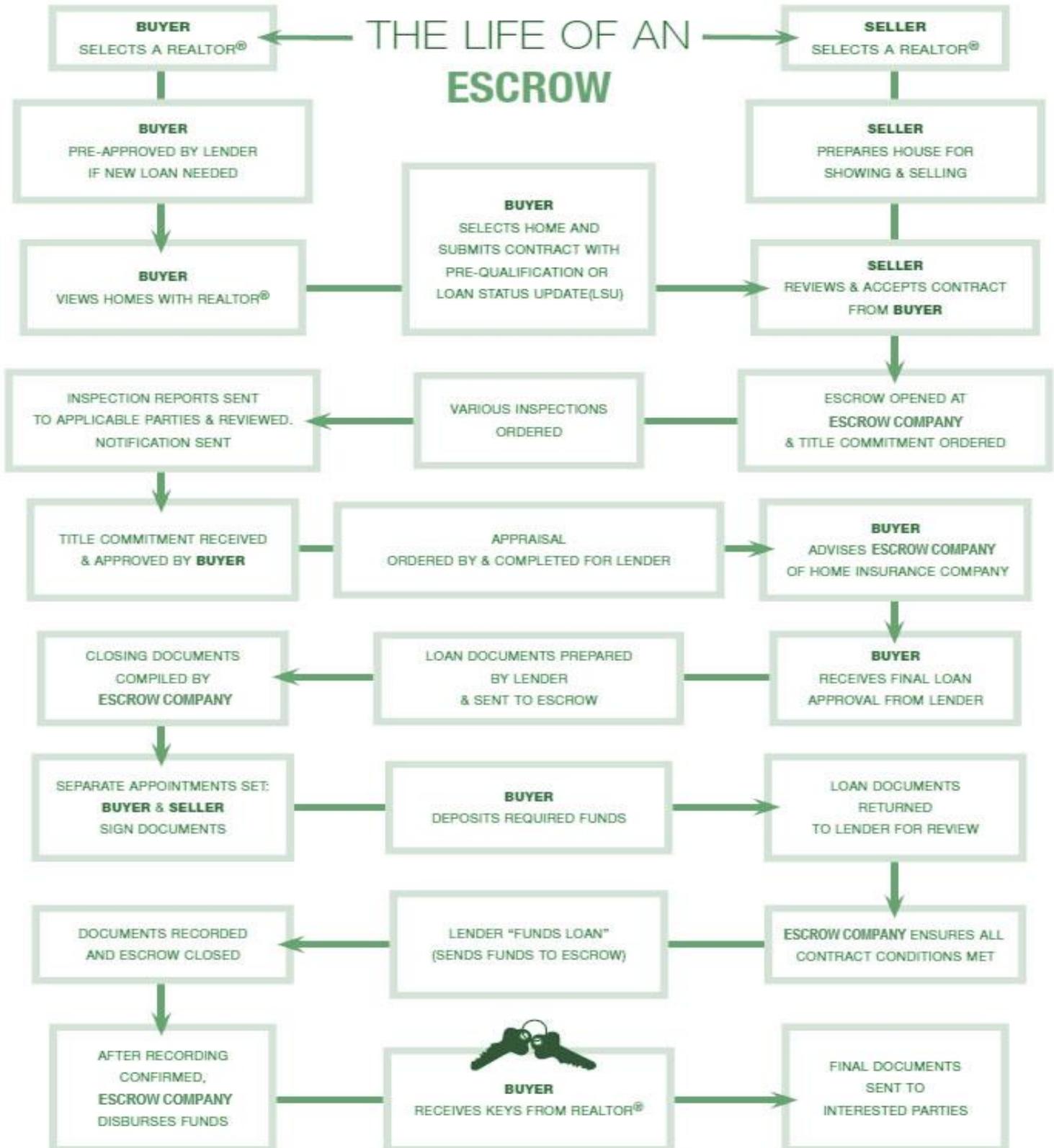


Chart courtesy of Title Security Agency

Home Preparation



Home Preparation

PREPARING YOUR HOME FOR SALE

What more could you want than to get your home sold for top dollar, in less time with no hassles? If you take a moment and read through the following suggestions before you put the property on the market, you'll be on your way to a successful sale.

GENERAL

- Start by airing out the home. Most people are turned off by even the smallest odor. Odors must be eliminated, especially if you have dogs, cats, young children in diapers, or if you are a smoker, etc.
- If it has been over a year since the carpet has been cleaned, now is the time to do it. Bare floors should be waxed or polished.
- Clean and wipe down all stained woodwork including doors and cabinets with a wood maintenance product such as "Old English" or "Liquid Gold."
- Replace or clean A/C filters. Clean all A/C vents and intake grids.
- Keep A/C and heater no warmer than 75 degrees and no cooler than 70 degrees.
- Use an air freshener in each room, but try to avoid floral scents as they can be very strong.

INTERIOR

- Lighting
 - » Upgrade the wattage in all light fixtures to the highest level safety will allow.
 - » Dust/Wash all light fixtures and fans.
- Windows
 - » Dust blinds, windowsills, and plant ledges.
 - » Remove any cobwebs inside and outside.
 - » Clean interior and exterior of all windows and glass doors.
 - » Take screens off before washing and leave off front of house.
 - » Keep all blinds and shades pulled up or opened and remove draperies to allow maximum light.
- Carpet
 - » Steam clean if not replacing. If replacing, we can help you make choices that will be most appealing to buyers.
- Bathrooms
 - » Clean and polish all tubs, toilets and sinks.
 - » Stow unused shampoos, soaps, scrubbing implements, razors, etc. under sink.
 - » Stow laundry hamper in closet.
 - » Stow wastebasket under sink.
 - » Rugs/commode lid covers should be removed.
 - » Store cleansers under sink.
 - » Streamline counter—1 or 2 decorative items only.
 - » Linen cabinets should be organized and items reduced.
 - » Bathtubs, showers, and sinks should be freshly caulked. The grout and tile should be clean and in good condition. There should be no leaks in the faucets or traps

Home Preparation

- Kitchen
 - » Keep all flat surfaces (countertops, appliance tops, and furniture) cleared off as much as possible. Kitchen counters should have very little on them to show that there is plenty of available workspace. Keep countertop appliances stored when not in use.
 - » Go over the kitchen as if you were a health inspector. Clean the oven, range (new drip pans) and the seal of the dishwasher door.
 - » Remove all magnets, notes, pictures, etc. from front and sides of refrigerator.
- Pantry/Closet
 - » Thin all closets dramatically and organize remaining items neatly on shelves and be sure to allow space between hanging items. At one very visible spot, leave space, so the rear wall of the closet/pantry will show when the door is opened. Leave a small empty space on each shelf to show potential storage space.
- Bedrooms and Living Areas
 - » Make sure that there is not too much furniture in a room. Select pieces that look best and put others in the garage or storage.
 - » Depersonalize your home by storing personal photos so that potential buyers may visualize their personal items in the home. This is probably one of the most important things to a potential buyer!

EXTERIOR

- Thoroughly sweep down all exterior sides of house and eaves to clean cobwebs and wasp nests
- Keep yard free from weeds and well-edged
- Trim trees and shrubs
- Clean out flowerbeds and invest in a few flats of colorful flowers
- Be sure front door area is clean and free of dirt, dust, cobwebs
- Repaint door and trim if not pristine
- Add new thick “Welcome” mat and keep it clean
- Make sure doorbell is working properly
- Thoroughly clean and re-organize garage

PREPARING YOUR HOME FOR SHOWINGS

- **Turn on all the lights**
- **Open drapes in the daytime**
- **Keep pets secured outdoors**
- **Play quiet background music**
- **Light the fireplace (if seasonally appropriate)**
- **Infuse home with a comforting scent like apple spice or vanilla**
- **Vacate the property while it is being shown**

Moving Tips

MAKING YOUR MOVE THAT MUCH EASIER

Getting ready to move is never fun, but planning ahead can save you some grief. Below are some easy ideas to help you get ready for your big move. Feel free to print out the checklist at the bottom of the page to assist you in moving.

Pre-Packing

Go through your belongings to determine if anything can be sold at a garage sale or donated to charity. This will save you time and money when you actually start packing. Eliminating unnecessary items will create fewer boxes to pack, which will also reduce the cost for your move if you are using a moving company.

Strong Containers/Boxes

Use strong containers that can be tightly secured with tape or twine. You can usually purchase these from a moving or shipping company. You may also try asking your local grocery store for boxes.

Labeling

Make sure you clearly label each box and identify its contents. Also, indicate which boxes handy both as you are packing, and during the move. That way, you can make sure all of the boxes were received, and you can quickly check to see what is in each box.

Padding

Cushion contents with packing materials or newspaper to prevent breakage. Towels and cloth napkins are great for wrapping more fragile items.

Weight

Don't load more than 50 pounds into any one box, and make sure that the weight is evenly distributed.

Rugs/Drapes

Have your rugs and drapes cleaned before moving so you can move them in their wrappings for easier handling.

Valuables

Carry all valuables with you. Don't pack your jewelry, important documents, or anything else that would be difficult to replace such as pictures or videos.

Change of Address

There is always somebody that you forgot! Use HomeSmart's Change of Address Checklist to assist you in making sure you didn't leave a business, utility company, or associate out of the loop.



HomeSmart Stats



HOMESMART HISTORY

In January 14, 2000, HomeSmart announced its Grand Opening to the Phoenix marketplace with only two agents. A reputation for advanced technologies soon followed. As a result, HomeSmart rapidly developed into one of the nation's fastest growing real estate brokerages.

With a commitment to its agents and clients, HomeSmart has grown to over 9,000 agents, with offices opening all across the United States and even expanding internationally.

Today, HomeSmart continues to be a leader in the real estate industry by implementing technologies that empower its agents to provide outstanding customer service to their clients. HomeSmart agents are professional practitioners that lead their industry and are known for excellence.

HOMESMART FACTS

- **HomeSmart is the #1 Brokerage in the Southwest**
- **On Average, our agents sell a home every 1.7 minutes**
- **We have nearly 10,000 agents worldwide**
- **HomeSmart is ranked one of the Best Companies in America by Inc. 500/5000**
- **HomeSmart is the fastest growing Real Estate franchise in the U.S.**
- **HomeSmart currently has agents both in China and the U.S.**
- **We have multiple brokerages listed in Power Brokerage 500 and Real Trends 500**
- **On average, an agent joins HomeSmart every 90 minutes**
- **We have grown \$3 Billion in sales over the last 13 years!**
- **HomeSmart is ranked in the Entrepreneur Magazine's Franchise 500®**

Community

The Bakarich Team truly believes in giving back to make a real lasting difference in our community. We have been very blessed with our success, and making charitable donations to local organizations is one of our team's core beliefs. It's easy to get inspired with causes that we truly care about and even more rewarding to know our contributions have a direct impact in our area.



"We make a living by what we get, but we make a life by what we give."

- Winston Churchill

THE BAKARICH TEAM

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