

NEXT STEPS METHOD

I HELP BUSY PNW PROFESSIONALS FIND
HOMES THAT MATCH THEIR ACTIVE LIFESTYLE





Your home is becoming
a source of stress, when it
should be the place you
feel most comfortable.

Needing some room to grow came faster than you expected. You've seen your income increase over the years, and can see the wage bumps for years to come as you grow into the next levels of your career. Things are going great. You've been living in a great location and have pretty much been able to take the trips and make all the upgrades to your home that you've wanted.

*If things are going great, then
why all the stress and exhaustion?*

At the end of the workday it's time to relax and unwind, right? Except coming home for work gives you a mild panic attack. Sometimes coming home means arguments. About silly things like storage bins, toys or dishes piling up. It's not a good feeling. At the end of the day, you're taking 5-15 minutes for yourself sitting alone in the car, because sometimes it feels like there's no room to breathe inside your place.

Working from home is no joy either. It's a pain. You feel like the walls are closing in. To do anything fun you've got to dig out your gear from under piles of other stuff. It's getting harder and harder to even just go for a quick run or find enough floor space to do a little yoga.



**YOUR LIFE HAS
CHANGED AND
IT'S NOT THE BEST
PLACE FOR YOU
ANYMORE.**

Moving gear and toys from room to room is one thing. But you lack space. You lack a pantry. And, counter space is leaving so much to be desired. There's no space in the kitchen to even set down your groceries, let alone put them away.

You're feeling overgrown for the space. You'd like to think that it's good enough, but all the little things are piling up. It's easy to convert an office to a guest room, or a nursery to a bedroom in a pinch. But it can't be justified after that. Day in and day out it feels like you're moving but you never get any new space.

Your first place was a stepping stone, You knew it would be all along. Now you've been there longer than you'd like. Not because you set a timeline, but because you've changed.

Your life has changed and it's not the best place for you anymore.

And, that's okay.

If you're asking yourself if all this is necessary, it's not. When you dreamed about living your best life, you probably didn't put this in as part of your plan.

Look, backpackers know ounces turn to pounds and pounds turn to pain.

It's no different inside your home. Accept it's not the weight of your pack that worries you, it's the stuff piling up and clutter. It's too much to deal with all the time.

Now, I get it. *Clutter doesn't sound like a big deal.* But clutter is causing your senses to work overtime.

It's pulling you away from what you should be focused on. It's creating feelings of guilt. It might seem like it's just one small mess. But, all the small things stacking up become overwhelming. It feels like they should be easy to fix. But it's not. It's actually getting worse, weighing you down, and working against you. It's taking a toll mentally and physically.

A house cleaner isn't going to fix this. Donating all your possessions won't help either. You've already tried that. In the past, you tried to buy more storage bins, and that hasn't worked either. Tidying up feels like you're just moving piles from one room to another room, because you are...

But it doesn't have to be this way. Believe me, you can live your best life, in a clean, tidy, organized home - but you've grown, your hobbies expanded, and your life is better for it.

But now you're stuck. **End of story.**

It is now becoming a very real and unavoidable problem ... and if you don't fix it, *bad things will happen.*

What if you had the space to give all your things a home? What if you, your family, your backpacking gear all had their own space? What if every small annoyance could be solved in a new space that actually adds real value to your life? What if you had a space that has enough room for everyone and everything?

It doesn't have to be this way. Believe me,

You can live your best life, in a clean, tidy, organized home.



This is why I've
created the
Next Steps Method.

It's a specifically designed process to help busy PNW professionals find homes that match their active lifestyle.

It is a step-by-step method to help you move up into a home that more accurately fits your lifestyle and it's great for first-time homebuyers too.

It works great.

**IT'S 5 SIMPLE
STEPS TO YOUR
NEXT HOME**



1 | LAY IT ALL OUT

This is our first opportunity to hear what's most important to you about your move. We'll talk about what you like about where you're at, where you see yourself in the future, along with anything that's happening for you now that you that you feel may be keeping you where you are.

We'll discuss all the major topics including when the ideal time to make a move would be. What neighborhood is the best fit? Plus all the features you must have and all the stuff you'd like to see in your new home. We'll consider your commute, lifestyle, and even the school districts. Then together, we can brainstorm the best way to make it happen. We'll lay it all out as a very simple plan and then work to get it done. We'll walk you through the entire process, start to finish. We'll even cover some boring stuff like what to expect when it comes to paperwork.

If we spend a little time up front laying everything out, it'll let us have more fun looking for the right home. It's the easiest way to make it simple and straightforward. Every buyer and seller is different. And every home is different. That means it's our job to focus on exactly what's going to be the best fit for you, build out a plan, then get after it.



We'll talk about what
you like about where
you're at and where
**you can see yourself
in the future.**



2 | HUNT

In this step, we house hunt. We'll get your buying power dialed in and your pre-approval in hand. I can also connect you to trusted lending partners if needed. Then it's time to kick our House Hunting system into high gear. We'll go see 4-6 houses together as soon as possible. That way, I'll get a real feel for what you like, and what you don't. That feedback allows me to refine your search so the homes that I bring to your attention are truly a fit. When we find "the one," it's offer time. We do an offer strategy session to come up with the best strategy to win. My team and I negotiate on your behalf for the best possible deal.



3 | MAKE IT POP!

(RENOVATE AND STAGING PROCESS)

Next up is getting your current place tight and right. We'll get your home renovated, repairs made, and even just touched up if needed, all at no upfront cost to you. We correct any glaring issues that might turn off a buyer. Then we work to get a return on investment for any upgrades we decide to make. If it's not going to put more money in your pocket, we won't do it. Our goal is to showcase your home to the most aggressive buyers who are looking for a move-in ready home.

Once it's ready, we need to make your home stand out. Great staging will set your home apart from the competition in photos, videos and in person. We want your home to really pop online, then blow people away when they walk through the door. We work to turn eyes online into bodies through the door - and that's a good thing.

At this point we've seen a few homes and we know exactly what you're looking for. Maybe we've even found "the one!" Think of this as a parallel path. While you search, we need to be preparing your current home for the market. That way, we can sell quickly and avoid costly delays.





4 | LAUNCH

The Launch is where all the hard work starts to pay off. This is where we begin marketing your home to the buying public... Our photographer takes amazing photos of your home. We have videos created that highlight all the best parts of your home. We use these to get your home the attention it deserves. With lots of buyer traffic. We use Facebook, Instagram, and Youtube marketing to target the most qualified buyers. We also list on the MLS, alert neighbors, etc.

We design our advertising to attract buyers. Our strategy is to get the most buyers through the front door and submitting offers. We want offers. Ideally many. When reviewing offers on your home, we'll be looking for a clear winner in both price and terms for you. This means addressing price, terms, and financing. My job will be to keep us on track. I'll fight for the most money and best terms for you and your home. We help you stay focused on the big picture.



5 | EXCHANGE KEYS!

This is it! You made it! You're here! Congratulations! This is the last step in the process. Don't worry though, it's easy and convenient. This is where we give keys to the new buyer and get keys to your new place if you haven't already.

Here's what happens: We received, reviewed, negotiated and accepted an offer. Then there's inspections and timelines to work through. But that stuff is easy. My team has trusted professionals for every step of the process. My team and I are going to work through the boring stuff so you can sit back and relax. Or more realistically, finish packing up the rest of your stuff. We're going to close any loops and tie up any loose ends. After the offer and inspection, a lot of the work falls on us. Packing is all you're responsible for. And if you're too busy, we have contacts for you. Need something after you're settled in? Feel free to call us. **We're happy to help!**

We're going to close any loops and tie up any loose ends. After the offer and inspection...**Packing is all you're responsible for.**

When you're all settled in, you'll finally be able to relax and take the weight off your shoulders. It's time to unwind and enjoy your new space! This is the reward for all your hard work! You're now in a home that better matches your lifestyle.

**Here is what
happens when
you use this
solution and
trust the process:**



*You find peace of mind that
everything has its place and
there's room to breathe.*

Imagine walking into a clean and organized home. Not just that, but a kitchen that gives you room to breathe. Everything has its place. Dishes aren't stacking up. There's enough room to put them all away. Plus, after you're done grocery shopping, you don't have to pull out every pantry item to reorganize everything time and again.

IT DOESN'T STOP THERE.

Now your home office is a home office. Your spare bedroom is a spare bedroom. It's not a catch-all makeshift storage / home office / playroom / home gym anymore. There's no more clutter because all your belongings have a home.

It's hard to contain the absolute joy of parking in your own garage. You used to have to park blocks away. It sounds so simple, right? It feels effortless to get in and out the door when you've got a quick errand or when loading up for a weekend in the mountains.

*Everything is coming together
so easily because you've got
space to grow into.*

***The arguments
have stopped too.***

In your new space everyone is less anxious. You've finally got a safe place and a home that lends itself to play, creativity, relaxation... You and all your belongings have a home that fits you and your active lifestyle. There's no clutter to distract you. *You don't feel boxed in or trapped anymore.*

TESTIMONIALS

Here's what a few clients have said about the experience:

"Justin steered us through the complex series of steps to purchase our first house, in our dream neighborhood, and sell our condo in less than a week. He was responsive and managed a complicated tenant situation that could have derailed our purchase. He recommended a quick renovation of the condo and guided us to the maximum list price."

- **Matt Kent**

"Justin is a wonderful Real Estate Agent! He has helped us close 3 transactions and always goes above and beyond for his clients. We were purchasing an old home that had been totally remodeled 4 years ago. Justin went out of his way to find the permits that were filed as well as contact the contractor that completed the work to insure that there were no water leaking issues in the finished basement and that everything was done to high standards. I would and do recommend him to anyone who needs to purchase a property."

- **April Kristain**

"Justin came in and rescued us after we had to "fire" a realtor and her firm for poor performance. Because of our experience we were a little head shy, and stressed about our home sale. Justin accepted the challenge, he came in with a detailed plan, timeline, and helped us set realistic expectations. Justin did what he said he was going to do, followed through, and exceeded our expectations."

- **Gary Arel**



Take the next step!

Book your 20 min strategy call with me and my team to see how we can help you get into a great home.

CLICK THE CALENDAR BELOW TO BOOK YOUR 20-MIN CALL NOW.





ABOUT JUSTIN

At 8 years old, my mom asked me what I wanted to be when I grew up. I told her I wanted to do what my uncle did. She was a little taken aback. Maybe she thought I'd say firefighter or a carpenter like my dad. But at 8, I knew. Both my uncle and grandma were Real Estate Brokers.

I remember 2 things clear as day from when I was a kid:

First, my uncle took me shopping for school clothes. I got the loudest shirt I think I've ever owned. It was 1989, after all.

The other thing I remember was how my grandma would "over-shop" at the grocery store & bring us groceries. It wasn't that we were poor. It's that they were doing well.

Years later I remember being at their office with my Dad. So many people knew who they were. People would just pop in to say hello and say thank you. I'd never seen anything like it.

I was the first of my family to go to a 4-year college full time and get a degree. It was hard work to get that far. In 2005 at the age of 24 I got my real estate license, but didn't go to college until I was 27. Selling Real Estate is how I paid for college.

Three months before I was about to graduate college, both my Dad and Grandmother passed away. My Dad from aggressive cancer. Then my Grandma two days later. That was in 2011.

After my Dad passed, I wasn't ready to come back to work. My dad always wanted to travel more, but never really created that opportunity for himself.

*He was only 57 years old
when he passed away.*

After college, I spent about 2 1/2 years traveling and doing my best to be a vagabond. Backpacking, hiking and traveling are still a big part of my life. I try to get outside often for weekend warrior trips and longer extended trips when I can.

I always knew I'd come back to working in real estate. It's always been the plan. From a young age I've been focused on building and developing strong communities and real estate lets me do that.

I believe that people deserve to live their best life. I know that has to do with where you live. It has to do with your neighborhood, your school district, your commute. It has everything to do with how you choose to spend your time. Whether you're moving into a bigger home for a growing family, or maybe you're downsizing so that you can travel more and worry less.

Where you live sets the tone for everything. It's where you start and end your day. It's your home base. Your home touches everything that you do. It's where you plan your next adventure. It's where you store your gear. It's where you raise your family. And, if it's too big or too far away it steals your precious time. Worse yet, if it's too small it causes arguments and headaches.

Real Estate isn't so much about the stick and bricks. It's about you, your family, and how you choose to spend your time. Where you live sets the tone for your entire life. Everything that I've done is to help folks maximize their life and their time so that they can spend more time doing what they love. It's about feeling connected to the place you love most & having the time to live your best life. That's why helping people make smart moves is personal for me -

***because you deserve to be in a place
that helps you get back your time.***