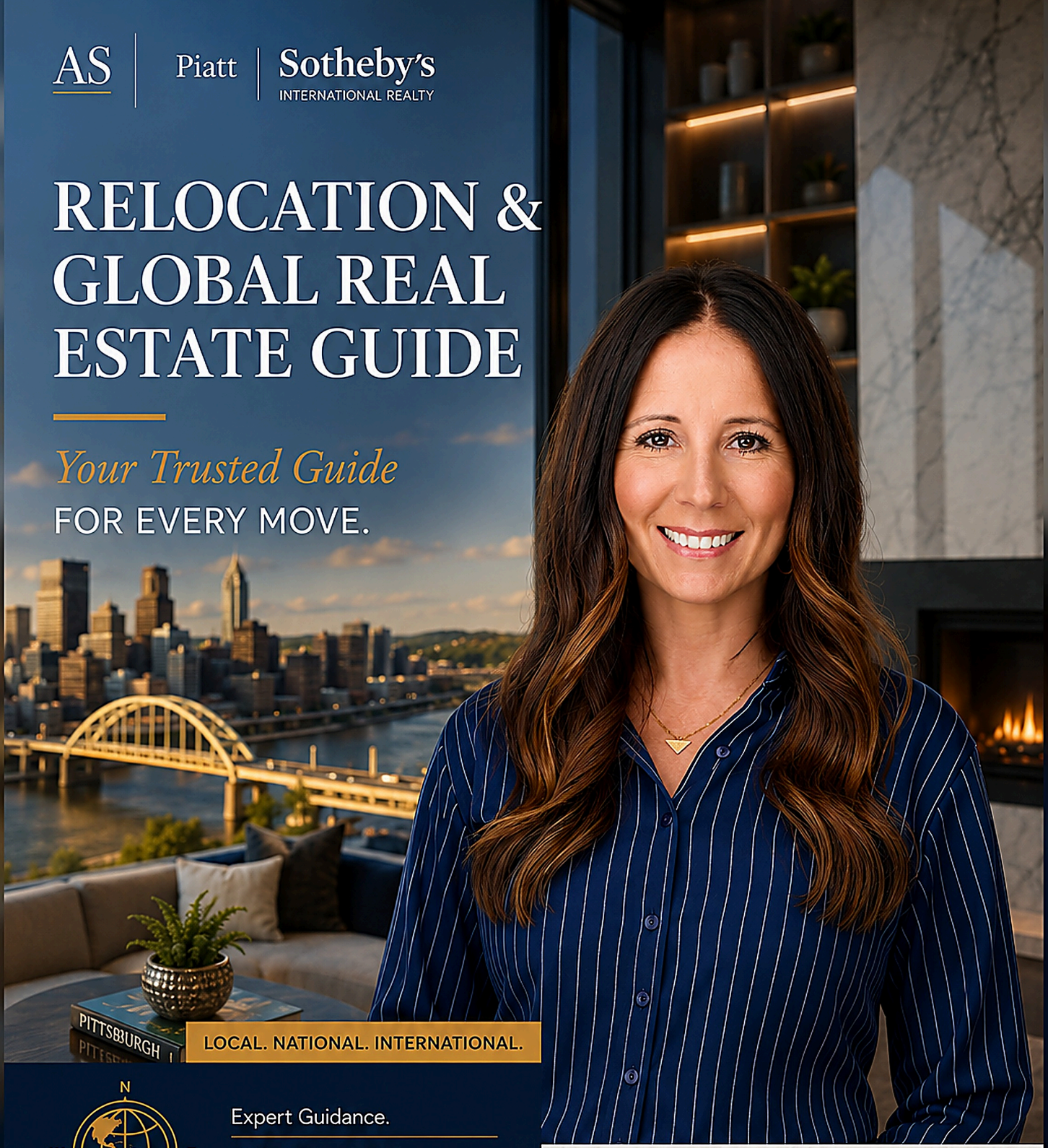
AS | Piatt | Sotheby's INTERNATIONAL REALTY

RELOCATION & GLOBAL REAL ESTATE GUIDE

Your Trusted Guide
FOR EVERY MOVE.



LOCAL. NATIONAL. INTERNATIONAL.

Expert Guidance.
Global Connections.
Seamless Transitions.

REAL ESTATE, WHEREVER LIFE TAKES YOU.

From across the street to across the world, I provide the expertise, connections, and personalized service you need to move forward with confidence.

Knowledge Starts with Knowing



A MOVE IS MORE THAN A CHANGE OF ADDRESS

Strategic guidance for every move.

Relocation is rarely just about real estate. It can mean a new career, a growing family, retirement, a corporate transfer, a lifestyle change, an investment opportunity, or a transition between countries.

WHEN REAL ESTATE IS INVOLVED, THE DECISIONS BECOME INTERCONNECTED:

- Should you sell before you buy?
- Should you keep your current home as an investment?
- What will your purchasing power look like in another market?
- Who can you trust to represent you somewhere you have never lived?
- How do taxes, insurance, property condition, construction quality and local market dynamics change?

> *My role is to help you see the entire move - not simply the transaction in front of you.*

The best relocation decisions begin long before the moving truck arrives.



Piatt | Sotheby's INTERNATIONAL REALTY

A LETTER FROM AUBRE

Strategic guidance for every move.

Over more than two decades in real estate, construction, renovation, project management and property consulting, I have learned that some of the most important real estate decisions happen during periods of change.

A move may begin with a job opportunity, retirement plan, family decision or lifestyle goal - but it quickly becomes a series of financial and property decisions that can affect far more than where you live.

That is why I approach relocation differently. I help clients understand what they own, what they are buying, what they are leaving behind and what they are moving toward.

And when the destination extends beyond Pittsburgh, my role does not end at the Pennsylvania border. Through Sotheby's International Realty and trusted professional relationships across the United States and internationally, I can help connect clients with experienced professionals while remaining a resource throughout the transition.



> *Relocation isn't just about where you're going — it's about making the right decisions before you get there.*

Aubre Stacknick

GLOBAL REAL ESTATE ADVISOR



Piatt | Sotheby's
INTERNATIONAL REALTY

THE RELOCATION ADVISORY APPROACH

Strategic guidance for every move.

Traditional relocation often focuses on two transactions: sell here, buy there. Real life is rarely that simple. A comprehensive strategy coordinates property, financing, timing, logistics and long-term goals.

1 SELL / RETAIN
Evaluate the home you own.

2 BUY / RENT
Choose the right destination strategy.

3 FINANCE
Coordinate equity and purchasing power.

4 PROPERTY
Inspect condition and construction quality.

5 TIMING
Align closings, leasebacks and temporary housing.

6 LIFESTYLE
Schools, commute, community and access.

7 ADVISORS
Connect tax, legal, lending and insurance resources.

8 GLOBAL
Coordinate professionals across markets.

9 WEALTH
Consider long-term family and investment impact.

The objective is not simply to complete two transactions. It is to create a coordinated transition.



Piatt | Sotheby's
INTERNATIONAL REALTY

THE REAL ESTATE SHERPA METHOD

Strategic guidance for every move.

1

UNDERSTAND

Define the reason for the move, financial objectives, timing and priorities.

2

EVALUATE

Understand the current property, destination market and available options.

3

CONNECT

Identify qualified professionals and resources in each market.

4

COORDINATE

Align real estate, financing, inspections, construction, vendors and timelines.

5

PROTECT

Keep the client's long-term interests at the center of every decision.

> *The destination may change. The standard of representation should not.*



Piatt | Sotheby's
INTERNATIONAL REALTY

MOVING TO PITTSBURGH

Strategic guidance for every move.

Pittsburgh is not one single real estate market. Neighborhoods, municipalities and school districts can change within minutes - and property taxes, housing styles, commute patterns, municipal requirements and market dynamics can change with them.



LOCATION + PROPERTY + LIFESTYLE

+ Financial Impact + Long-Term Value

1 CITY LIVING
Walkability, culture and convenience.

2 SUBURBAN
Schools, amenities and commuter access.

3 NEW CONSTRUCTION
Builder, lot and community guidance.

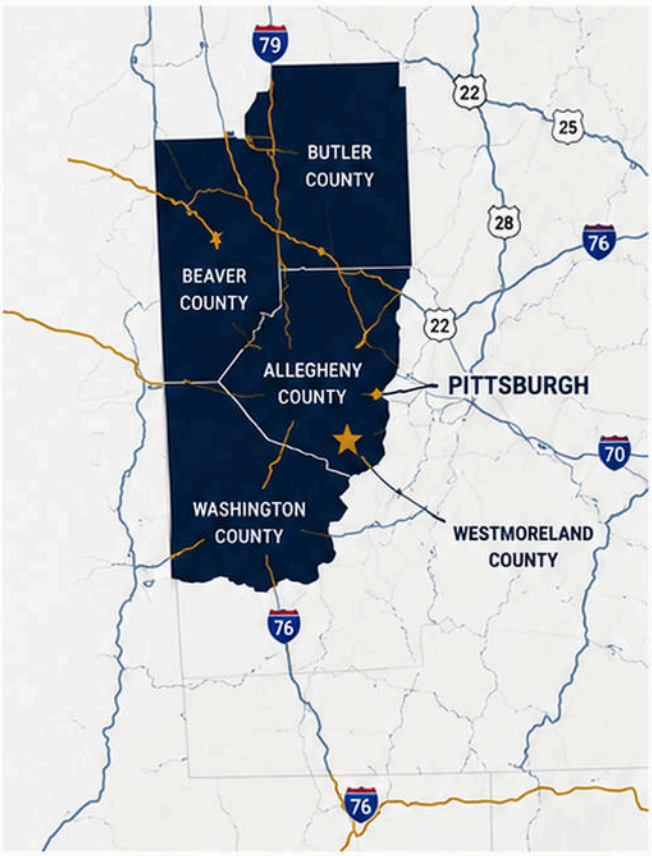
4 ACREAGE / LUXURY
Privacy, land and long-term resale.

The right choice begins with understanding how each area actually functions.

Piatt | Sotheby's
INTERNATIONAL REALTY

PITTSBURGH IS A COLLECTION OF MICRO-MARKETS

Strategic guidance for every move.



QUESTIONS WE MAY EVALUATE

- Commute patterns
- School districts
- Property taxes
- Municipal requirements
- Housing inventory
- New-construction availability
- Walkability and amenities
- Acreage and privacy
- Healthcare and airport access
- Downtown accessibility
- Resale potential
- Property condition and renovation potential

You are not simply choosing a house. You are choosing how your life will work around it.



Piatt | Sotheby's
INTERNATIONAL REALTY

LEAVING PITTSBURGH

Strategic guidance for every move.

For clients moving away, one of the first questions is often: What should I do with my current home? The answer is not automatically "sell." The right decision depends on your equity, timing, property condition, tax considerations, long-term goals, and financing needs. Your current home may be sold, retained, rented, improved before sale, or sold as-is.

01 **SELL**
Convert equity into capital for your next purchase.

02 **HOLD**
Retain the property as a long-term asset.

03 **RENT**
Generate potential income while preserving ownership.

04 **IMPROVE + SELL**
Make strategic improvements before entering the market.

05 **SELL AS-IS**
Avoid unnecessary investment when the market does not justify renovation.

The right answer depends on your equity, timeline, property condition, market, financing needs and long-term objectives.



Strategic guidance for every move.

A **SELLING FIRST**

Greater certainty about available equity, fewer carrying costs and stronger purchasing clarity.

B **BUYING FIRST**

More control over where you move and less pressure to purchase quickly.

OTHER SOLUTIONS MAY INCLUDE

- BRIDGE FINANCING
- HOME-EQUITY STRATEGIES
- TEMPORARY HOUSING
- EXTENDED SETTLEMENT
- LEASEBACK ARRANGEMENTS
- FINANCING CONTINGENCIES
- COORDINATED CLOSING DATES
- RECASTING AFTER A SALE

The strategy should be determined before you are emotionally committed to a property.



Piatt | Sotheby's INTERNATIONAL REALTY

NATIONAL RELOCATION

Strategic guidance for every move.

Clients increasingly live, work, invest and maintain family relationships across multiple states. A Pittsburgh client may move to Florida. A family in California may relocate to Pennsylvania. Parents may move closer to adult children. Executives may transfer across the country. Some clients maintain second homes in different markets. Each move brings opportunity and complexity.

Our role is to provide clarity, strategy and trusted connections across the country. We coordinate introductions, share local expertise and help clients navigate multiple markets with confidence. No matter the reason for the move, our goal is to create a seamless experience and maintain continuity every step of the way.

ONE TRUSTED STARTING POINT

01	02	03	04
PITTSBURGH	**MATCH**	**CONNECT**	**COORDINATE**
Understand your goals	Identify market expertise	Professional introduction	Maintain continuity

> *A referral should be a professional introduction - not a name pulled from a directory.*

Piatt | Sotheby's
INTERNATIONAL REALTY

HOW I APPROACH AGENT CONNECTIONS

Experience and fit matter.

Not every real estate professional is appropriate for every client or property. When connecting clients in another market, I evaluate each professional as carefully as I evaluate the market. The right agent can greatly impact the outcome of a move or investment, while the wrong fit can create unnecessary stress and missed opportunities.

I take the time to understand your goals and the nuances of your situation, then thoughtfully match you with a trusted professional who has the local expertise and experience to deliver results. My evaluation considers a range of factors, including market knowledge, property type experience, responsiveness, communication style, negotiation approach, local reputation, construction insight and alignment with your objectives. My goal is to make each connection seamless, strategic and in your best interest.

1. MARKET EXPERTISE
2. PROPERTY TYPE
3. LUXURY EXPERIENCE
4. CONSTRUCTION KNOWLEDGE
5. INVESTMENT EXPERIENCE
6. COMMUNICATION STYLE
7. NEGOTIATION APPROACH
8. RESPONSIVENESS
9. RELOCATION EXPERIENCE
10. LOCAL REPUTATION
11. PROFESSIONAL RESOURCES
12. UNDERSTANDING OF YOUR OBJECTIVES

The goal is a trusted handoff while helping the client maintain continuity throughout the process.

Piatt | Sotheby's
INTERNATIONAL REALTY

THE SOTHEBY'S INTERNATIONAL REALTY ADVANTAGE

Local Expertise. Global Reach.



1,100+ OFFICES	26,000+ SALES ASSOCIATES
83 COUNTRIES & TERRITORIES	#1 LUXURY BRAND ONLINE*

Real estate has become increasingly global. Buyers cross state lines. Executives relocate internationally. Families maintain homes in multiple countries. Investors evaluate opportunities beyond their home markets. Our global network ensures our clients have the advantage of local expertise and international reach.

LOCAL EXPERTISE. GLOBAL REACH.

Deep market knowledge in Pittsburgh—backed by a global network of experts in key markets around the world. We combine local insight with international reach to deliver the best outcomes.

CROSS-MARKET INTRODUCTIONS.

We connect clients with trusted Sotheby's International Realty professionals in other cities, states and countries—opening doors to new opportunities and helping you move forward with confidence.

CONTINUITY FOR LIFE'S MOVES.

Whether relocating for work, retirement or family, we provide a seamless experience across markets. Your goals—and your standards—stay at the center, no matter where life takes you.

ONE TRUSTED POINT OF CONTACT.

From Pittsburgh outward, we serve as your single point of contact. We coordinate introductions, share local expertise and manage the details—so you have clarity, consistency and a trusted advisor every step of the way.

Pittsburgh → National → International. One trusted starting point.

Piatt | Sotheby's INTERNATIONAL REALTY



INTERNATIONAL RELOCATION

Local expertise matters even more across borders.

International moves often involve more than real estate alone. Important considerations may include citizenship planning, residency status, work visas, banking and tax identification requirements, financing eligibility, currency considerations, legal structures and cross-border tax planning. Each country has its own rules, timelines and processes that can significantly impact your plans and outcomes.

Ownership structures, financing, taxation, currency, legal systems and transaction practices can vary significantly between countries. International decisions should involve qualified professionals in the appropriate jurisdiction.

1 REAL ESTATE Local market expertise	**2 LEGAL** Ownership and transaction structure	**3 TAX** Cross-border tax considerations	**4 LENDING** International financing
5 CURRENCY Exchange strategy	**6 ESTATE** Wealth and succession planning	**7 INSURANCE** Regional risk and coverage	**8 ADVISORY** Coordination across markets

Global guidance does not mean pretending every market works the same. It means knowing when local expertise matters.

Piatt | Sotheby's INTERNATIONAL REALTY

RELOCATING FOR WORK

Career Moves Create Real Estate Decisions

A corporate transfer or new career opportunity can create an accelerated timeline with important decisions in a short amount of time. The right real estate strategy balances today's move with the flexibility you may need tomorrow, while protecting your long-term goals.

From deciding whether to rent or buy, to evaluating commute and lifestyle fit, to determining what to do with your current home, every choice has lasting implications. If a future transfer is possible, planning ahead can help you stay adaptable and avoid costly missteps. With clarity and the right guidance, you can move forward with confidence and focus on what matters most—your career and your life.

1. WHERE SHOULD I LIVE?
2. SHOULD I BUY IMMEDIATELY?
3. SHOULD I RENT FIRST?
4. WHAT HAPPENS TO MY EXISTING HOME?
5. CAN I COORDINATE BOTH CLOSINGS?
6. HOW MUCH COMMUTING AM I COMFORTABLE WITH?
7. WHAT COMMUNITIES FIT MY LIFESTYLE?
8. WHAT IF MY EMPLOYER RELOCATES ME AGAIN?

A relocation strategy should consider not only today's job - but the flexibility you may need tomorrow.

Piatt | Sotheby's
INTERNATIONAL REALTY

RELOCATING FOR FAMILY



Some moves are about people, not employment.

Family-driven moves often carry both emotional and financial considerations. Clients may be moving closer to children or grandchlidren, helping aging parents, combining households, planning for multigenerational living, managing inherited property, or establishing a family home base. The right real estate strategy also considers timing, accessibility, support systems, ownership choices and how the move fits into the family's longer-term plans.

1. BE CLOSER TO CHILDREN
2. HELP CARE FOR AGING PARENTS
3. BE NEAR GRANDCHILDREN
4. RIGHT-SIZE AFTER CHILDREN LEAVE HOME
5. COMBINE HOUSEHOLDS
6. CREATE MULTIGENERATIONAL LIVING
7. MOVE INHERITED PROPERTY
8. ESTABLISH A FAMILY HOME BASE

> *The house is one part of the move. The family decision is the bigger picture.*



Piatt | Sotheby's
INTERNATIONAL REALTY

REAL ESTATE & GENERATIONAL WEALTH

A Move Can Change More Than Your Address

Real estate is more than a place to live — it is often one of a family's most valuable assets and a powerful driver of long-term wealth. When a move is on the horizon, the decisions you make about real estate can ripple across generations.

Relocation can affect more than just where you live; it can influence your financial future, family connections and legacy, Whether you are considering a sale, a transfer, or retaining a property, each choice carries implications for your wealth strategy, your estate plan and your family's future.

From determining whether to keep a long-held home to helping adult children enter the market or finding the right solution for aging parents, we help you evaluate the full picture. We also explore opportunities to redeploy equity — whether into a new primary residence, a vacation home, or an investment property — to support your goals and preserve wealth for generations to come.

1 OWN — 2 EVALUATE — 3 DECIDE — 4 REDEPLOY — 5 PLAN

QUESTIONS A RELOCATION MAY CREATE

- Should we keep the existing property?
- Should children eventually inherit it?
- Could it become an investment?
- Should a new property accommodate aging parents?
- Would a trust or estate-planning conversation be appropriate?



Piatt | Sotheby's
INTERNATIONAL REALTY

NEW CONSTRUCTION & RELOCATION

The model home is the beginning of the conversation.

New construction can be especially attractive to relocating buyers who value the ability to customize finishes, select floor plans, and enjoy the benefits of lower maintenance and energy efficiency. However, purchasing a home that does not yet exist requires careful evaluation and expert guidance.

From builder reputation and lot selection to upgrade costs, allowances, and construction schedules, each decision can impact your experience and the home's long-term value. Inspections, warranties, change orders, and punch lists are critical to protect your investment and ensure quality. And when the time comes to sell, understanding resale considerations can help you make smart choices today for success tomorrow.

Our role is to provide clarity, strategy and trusted connections so you can move forward with confidence knowing every detail has been thoughtfully considered.

1 BUILDER REPUTATION	2 LOT SELECTION	3 SITE CONDITIONS	4 ALLOWANCES
5 UPGRADE COSTS	6 CONSTRUCTION SCHEDULES	7 CHANGE ORDERS	8 INSPECTIONS
9 WALKTHROUGHS	10 PUNCH LISTS	11 WARRANTIES	12 RESALE CONSIDERATIONS

My background in custom home building, construction management and renovation adds an additional perspective to every decision.



Piatt | Sotheby's
INTERNATIONAL REALTY

RENOVATE OR MOVE?

Sometimes the better question is: can the home you own become the home you need?

Deciding whether to renovate or move starts with identifying the problem the current home needs to solve. Consider the cost and feasibility of correcting layout or condition issues, the likely return on improvements, neighborhood value ceilings, timing and disruption, financing, accessibility needs, and whether the property can realistically support your next chapter. The goal is to improve strategically - not to over-improve beyond what the home or market can support.



- Addition potential
- First-floor living
- Kitchen reconfiguration
- Additional bedrooms
- Home-office needs
- Multigenerational space
- Accessibility
- Outdoor living
- Finished lower levels
- Property limitations
- Neighborhood value ceilings

Improve strategically - not automatically.



Piatt | Sotheby's INTERNATIONAL REALTY

UNDERSTANDING PROPERTY CONDITION

Different Markets. Different Risks.

Housing stock varies dramatically across the country, and so do construction standards, climate conditions and regulatory requirements. A buyer moving from one region to another may encounter unfamiliar building systems, environmental exposures and local expectations that can impact the long-term performance, maintenance and value of a home.

From foundation types and roofing materials to drainage patterns, flood risks and environmental concerns, the factors that influence a property's condition are often shaped by the local landscape and building practices. Well and septic systems, homeowners association (HOA) structures and municipal requirements may also differ significantly from what buyers are accustomed to.

Understanding these differences is essential to evaluating risk, planning for ongoing maintenance and making informed decisions that support both your lifestyle and your investment.

1 FOUNDATION SYSTEMS
Understand common foundation types and local soil conditions that affect stability.

2 ROOFING MATERIALS
Compare materials and installation standards suited to local climates.

3 DRAINAGE CONDITIONS
Evaluate grading, drainage patterns and stormwater management.

4 HEATING SYSTEMS
Identify common systems and their efficiency in different climate zones.

5 WELL & SEPTIC SYSTEMS
Assess water sources, septic systems and related maintenance requirements.

6 FLOOD RISKS
Understand flood zones, history and insurance implications.

7 HOA STRUCTURES
Review governance, fees and responsibilities within HOA communities.

8 BUILDING MATERIALS
Recognize regional material standards and their impact on durability.

9 ENVIRONMENTAL CONCERNS
Consider factors like radon, mold, wildfire, earthquakes and more.

10 MUNICIPAL REQUIREMENTS
Understand local permitting. inspections and compliance requirements.

11 CONSTRUCTION METHODS
Compare building practices and codes that vary across regions.

Property condition is part of the purchasing decision - not simply something discovered after an offer is accepted.

Piatt | Sotheby's
INTERNATIONAL REALTY

INVESTMENT PROPERTY & RELOCATION

Neither "sell" nor "rent" should be automatic.

A move can also create an investment decision. Retaining a property after a move should be treated like an investment decision, not an emotional default. Instead of asking, "Should I keep it?" ask, "What is the real return for the work, risk, and capital required?"

Before retaining a property, evaluate the realistic net performance - then compare that return with the equity tied up in the property. This includes potential rent after vacancy, the burden of management, ongoing maintenance, taxes, insurance, and the capital you may need to reinvest over time.

We help clients compare realistic net performance, management burden, maintenance risk, capital needs, and the opportunity cost of equity tied up in the property - so they can make confident, informed decisions that support long-term wealth and peace of mind.

REALISTIC NET PERFORMANCE

Potential Rent

- Vacancy
- Management
- Maintenance
- Taxes
- Insurance
- Capital Expenditures

= Realistic Net Performance

A **KEEP**

Can support long-term wealth creation if net return, management burden and risk are attractive.

B **SELL + REDEPLOY**

May be stronger when equity can produce a better risk-adjusted return elsewhere.

Ownership alone does not make a property a good investment.



Piatt | Sotheby's INTERNATIONAL REALTY

THE RELOCATION TEAM

Complex moves are rarely handled by one professional.

Complex relocations often involve a coordinated team of professionals. The right advisor helps clients align financing, legal, tax, estate, insurance and property-condition decisions so the move is handled strategically rather than in isolation.

1 REAL ESTATE ADVISOR
Coordinates the property strategy, timing, market analysis and overall move.

2 LENDER
Evaluates purchasing power, loan options and financing timing.

3 FINANCIAL ADVISOR
Considers broader financial implications, liquidity and investment strategy.

4 CPA / TAX
Advises on tax consequences, deductions and ownership considerations.

5 ATTORNEY
Addresses legal, contractual and ownership matters.

6 ESTATE PLANNING
Evaluates trusts, inheritance, gifting and wealth-transfer considerations.

7 INSURANCE
Reviews property, liability and regional risk exposure.

8 CONTRACTORS / INSPECTORS
Evaluate physical property condition, repairs and due diligence.

The strongest decisions happen when the right professionals communicate.

Piatt | Sotheby's INTERNATIONAL REALTY

YOUR RELOCATION ROADMAP

A successful move begins with a plan.

A successful move is built on sequencing the right decisions in the right order. From defining the reason for your move to evaluating your property, financing, market strategy, timelines, and long-term goals—each step brings clarity and confidence to the process.

01 DEFINE WHY YOU ARE MOVING

02 EVALUATE YOUR EXISTING PROPERTY

03 UNDERSTAND AVAILABLE EQUITY

04 ESTABLISH FINANCING AND PURCHASING POWER

05 RESEARCH THE DESTINATION MARKET

06 CONNECT WITH QUALIFIED LOCAL REPRESENTATION

07 DETERMINE SELL-FIRST VS. BUY-FIRST STRATEGY

08 COORDINATE TIMELINES

09 PERFORM PROPERTY DUE DILIGENCE

10 COMPLETE THE TRANSITION

11 EVALUATE REMAINING REAL ESTATE ASSETS

12 REVISIT THE LONG-TERM WEALTH STRATEGY

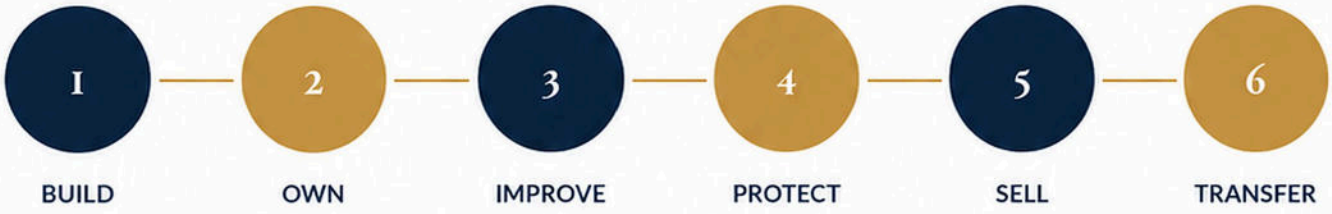
Plan the move before the move starts.



THE BIGGER PICTURE

Build. Own. Improve. Protect. Sell. Transfer.

Real estate decisions rarely happen in isolation. A property may begin as a home, later become an investment, be renovated, be inherited, or be transferred into a trust. It may need to be sold during relocation or repositioned as part of a long-term wealth plan. Understanding how each step connects helps ensure your property decisions support your lifestyle today and your legacy tomorrow.



ADVISORY WORK THAT CONNECTS THE PIECES

Buying | Selling | New Construction | Renovation | Relocation | Investment | Complex Property | Fiduciary & Estate Real Estate | Global Connections

Understanding property today can lead to better decisions tomorrow.

AUBRE STACKNICK | GLOBAL REAL ESTATE ADVISOR | KNOWLEDGE STARTS WITH KNOWING 23

AS

Piatt | Sotheby's
INTERNATIONAL REALTY

FROM PITTSBURGH TO ANYWHERE

And Anywhere to Pittsburgh.



YOUR NEXT CHAPTER STARTS HERE.

Whether you are moving across Allegheny County, across Pennsylvania, across the country or across the world, you should not have to start your real estate relationships from zero.

Start with someone you trust.

I can help you understand the real estate decisions surrounding the move, evaluate the property you are leaving or purchasing, and connect you with experienced professionals when your next chapter takes you beyond Pittsburgh.

AUBRE STACKNICK

.GLOBAL REAL ESTATE ADVISOR | REALTOR

Piatt | Sotheby's International Realty

Knowledge Starts with Knowing

412-721-3496

astacknick@piattsir.com

Local knowledge. National connections. Global reach.

Through a Builder's Eyes.