



SHS



SAVVY HOME SALES

BROKERED BY **lpt realty**

Colorado Home Seller Guide



SAVVY HOME SALES AT LPT REALTY | WWW.SAVVYHOMESALES.COM

about us



meet THE TEAM



Kathi Donovan | 719.313.0515

REALTOR® | SRS® | ABR® | RENE® | LHC® | ASP®

Kathi has been a full time Real Estate agent since 2010 and has had the honor of assisting hundreds of buyers and sellers in achieving their real estate goals over the years. Kathi now leads the Savvy Home Sales Team with the steadfast goal of always going over and above to provide stellar representation and a 5-star experience for our clients in the buying and selling process. With that goal in mind, Kathi has devoted many hours to continuing education in order to be a clear expert in many areas of residential Real Estate.

~ Castle Rock/Colorado Springs/Monument/Parker/Denver area markets



Carrie Trujillo | 719.331.4096

REALTOR® | ACCREDITED HOME STAGER & DESIGN PROFESSIONAL

Carrie is a Colorado native who is not only an experienced REALTOR® but also the owner of a successful home staging company. Both driven and dedicated, she strives to exceed her clients' real estate goals and be there for them through closing and beyond.

~ Colorado Springs/Monument/Peyton/Pueblo area markets



Laurie Scheik | 303.513.5433

REALTOR®

Laurie has worked in sales and operations roles with the goal of exceeding client expectations and now carries that mindset forward in her Real Estate career, focusing her expertise in the beautiful mountain cities west of Denver.

~ Evergreen/Conifer/Morrison/Golden/Lakewood/Littleton area markets



Jennifer Berg | 720.272.1171

REALTOR®

Jennifer is a Colorado native and an experienced REALTOR® with over 16 years in the business working in both residential sales and commercial development and is a Board member of the South Metro Denver REALTORS® Association.

~ Denver/DTC and surrounding area markets



Ana Castaneda | 720.312.8089

REALTOR®

As a proud Colorado native and dedicated REALTOR®, Ana brings a deep understanding of the local market and an unwavering commitment to finding dream homes for families. With a genuine passion for helping families thrive, Ana is there to guide you on your journey to find the perfect home for you and your family!

~ Parker/Castle Rock/Aurora/Denver area markets



Debra Ratzlaff | 303.845.2451

REALTOR®

Debra has worked in the Real Estate industry for the last 12 years, including new construction sales. She is dedicated and passionate about helping both buyers and sellers to achieve their real estate goals and dreams and brings her talent for designing beautiful living spaces as an added benefit to her clients in the process. ~ Colorado Springs/Monument/Castle Rock area markets

what to expect

HONESTY & TRANSPARENCY
INTEGRITY
RESPECT
TIMELY & REACHABLE
ACTING IN YOUR BEST INTEREST

SHS



SAVVY HOME SALES

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WE DO REAL ESTATE DIFFERENTLY

We have one goal: **TO GIVE YOU AN ELEVATED 5-STAR CLIENT EXPERIENCE!** With over 25 years of real estate experience, we will bring you a fresh, modern, and forward-thinking experience that will make you a client for life. Consider us your personal home concierge: Tell us what you need, and we'll do the rest!

COMMITTED SERVICE

We promise to give you the level of service you deserve starting on the day you put your faith in us. Our team is committed to providing you with the very best in professional and individualized service. Listening and following through is a priority!

MANAGING DIFFICULT CONVERSATIONS

When buying or selling a house, keen negotiating is vital. Don't worry! You will have a certified Real Estate Negotiation Expert as your advocate throughout the whole process.

BEHIND YOU

As your buyer's or seller's agent, we will be looking out for your best interest, as it is our fiduciary responsibility. With our knowledge of the local market, contract expertise, and commitment to guiding you in an educational and non-sales-y manner, we will keep your goals in mind as we advise you along the way.

ONGOING COMMUNICATION

We will go over the specifics of how our team operates and what you may anticipate working with us. Rest assured you will be consistently kept up to date on all that is happening thanks to our regular communication.

PROBLEM SOLVERS

Throughout the entire home buying or selling process, we will make every effort to safeguard your interests and handle any problems that might come up, making the process as enjoyable and stress-free as possible. Just ask our past clients!

CLIENT GUARANTEE



Savvy Home Sales is Committed to Giving Back to our Community!

5% of every closing is donated to support TESSA of Colorado's Housing First Program which helps move individuals and families who are survivors of intimate partner violence, sexual violence, human trafficking and stalking, into stable housing as quickly as possible, maintain stable housing, and help provide the necessary support as they rebuild their lives.

For more information visit www.tessacs.org.



*Let us know if you have a favorite charity, and we would be glad to
instead donate to your charity of choice!*

our commitment to you



GUARANTEED!

- Our guarantee is to work hard to find a qualified buyer for your home as quickly as possible, to ensure that you net the most money possible. Unlike many agents who want to lock you into a long-term contract and hope a buyer shows up, my team is aggressively marketing your property to bring the buyer to you and get your home SOLD!
- You are always in control when you work with us. Anytime you sign an agreement, you have the ability to unconditionally cancel our agreement before you go under contract.
- It takes a strong belief in the quality of one's service to make this kind of stand. We at Savvy Home Sales never settle for less than the highest standards. We are confident you will be satisfied with our excellent service, as well as our commitment to YOU!

WHAT DO WE CHARGE? *NOT 6%*

We don't do things like everyone else. Our commission is based upon a number of different factors that we will discuss at your listing consultation after we view your home and provide you with a marketing plan. We will factor in the commission that will be paid to a buyer's agent because many sales happen with co-operating agents, but if we do find the buyer for your home, you will receive a 1% discount on your total commission. In addition, we offer a multi-transaction credit if you are also buying with us. We do not charge any admin or transaction fees.

As the listing agent, we take on expenses such as professional photography, video, staging, signage, marketing, etc...before we even sell your home! In order for us to be able to charge commission less than 6%, and to ensure that we can get your home sold quickly, recouping our costs and meeting your expectations, it is VITAL that you follow our recommendations for preparing your home for sale (more to come on that). If you do, we anticipate higher and hopefully multiple offers, which of course benefits your bottom line!

After we meet and preview your home, we will talk more in detail about the commission structure that makes sense for your specific situation.



LISTING STRATEGY

SELL with SHS


SAVVY HOME SALES
BROKERED BY **lpt** realty

LPT = "LISTING POWER TOOLS"



Savvy Home Sales is a successful Real Estate team brokered by LPT Realty, the fastest growing residential real estate brokerage in history to date.

The name LPT Realty was chosen by Founder/CEO Robert Palmer with the goal of providing the best and most extensive listing marketing tools to all LPT agents with every listing, helping homeowners sell their homes faster by reaching more people in the home selling process. The Listing Power Tools box contains over 180 pieces of high-quality marketing materials to be distributed to potential buyers at open houses, through postcard mailings, and door hangers to spread the word of your home sale to surrounding neighborhood areas. We are committed to getting your home SOLD quickly and for top dollar!

pricing correctly is key

Pricing a home correctly is the number one factor in getting it sold in a timely fashion for the most money possible. Using a comparative market analysis (CMA) is the best bet for setting your price correctly the first time. Using this CMA, we will research sold properties in your area and determine the best listing price for your home. When a home is priced correctly the first time it generally sells quickly as there are buyers who see its value and jump at the chance to tour it, hopefully creating a multiple offer situation. A home gets the most traffic when it is first listed, so the initial listing price is crucial to capturing all of those buyers' attention.

PROBLEMS WITH LISTING TOO HIGH:

PROBLEM 1

exclusion

Inflating the value of your home inadvertently could exclude your property from online search results to those that would be able and willing to pay you the actual value for your home.

PROBLEM 2

appear distressed

Due to a lack of interest from the property looking overpriced to buyers and their agents, you may have to later drop the price and now your house appears to be a distressed property.

PROBLEM 3

appraisal

Even if you are successful in finding someone to pay more for your house, you still need to go through the appraisal process so your buyers can secure financing. If the appraisal comes back with a much lower figure, the buyers will have difficulty obtaining a loan because lenders won't lend on over-market prices. This can put the entire sale at risk.

determines
the price of your home

- market condition
- comparative sold properties
- current inventory
- property features
- location
- condition

does NOT determine
the price of your home

- what you paid for the home
- what online sites think it is worth
- what you need to make on the home
- dollar for dollar the improvements you have made to the property

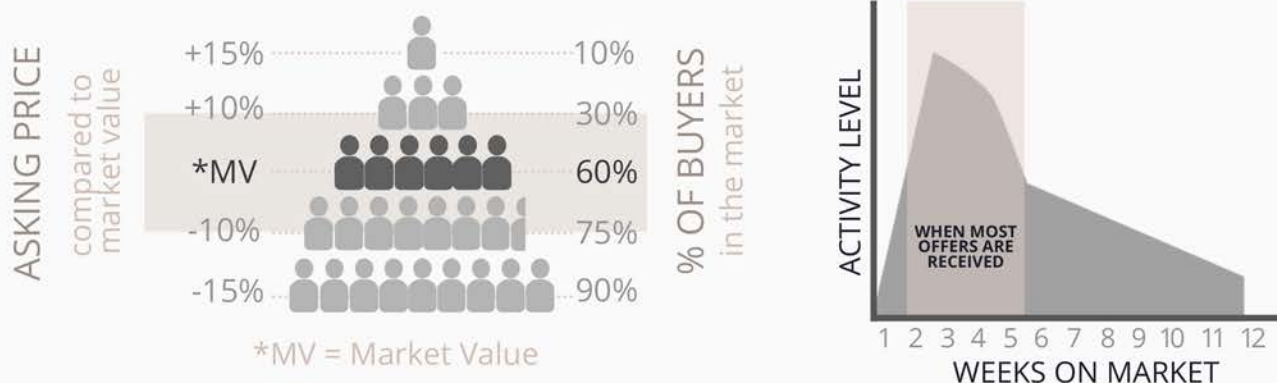


listing strategy

PRICING STRATEGY

As detailed on the previous page, after our initial meeting and home tour, we will prepare a Comparative Market Analysis (CMA) that includes sold comparable properties in your area. We will also analyze active and pending listings because those show a more real-time look at the market and where your home fits with the current competition. Once we have finished all of my research and data collection, we will establish a competitive listing price for your home. Pricing correctly on day one is KEY to getting more showings and encouraging a multiple offer situation.

If a home is overpriced it will attract the fewest number of buyers looking to purchase a home. The majority of home buyers look at a lot of homes, and they quickly get a feel for the price range that homes sell for in a given condition and location.



PROFESSIONAL HOME STAGING

Research has proven that staged properties sell faster and for more money. Staging a house is the process of strategically arranging furniture and decor to make a home look its best and appeal to the greatest number of buyers. If occupied, this may involve refreshing or relocating your furnishings, or doing light staging for vacant homes. Our goal is to create a clean, neutral, and coherent look to help buyers imagine what moving into your home could look like for them and create a positive emotional reaction. Kathi Donovan and Carrie Trujillo are Accredited Home Staging Professionals and will advise and assist you through the entire process!

PROFESSIONAL PHOTOGRAPHY

In today's market, home buyers are searching online first. It is imperative that the photos of your home are top notch to catch buyer's attention and stand out from the competition. Having more eyes on your home is the fastest way to get it sold for top dollar. We hire professional photographers to take high quality HDR photos in order to make your home look the absolute best it can when buyers start their searches online.

MARKETING MATERIALS

Inside the home we will place customized marketing materials for buyers to review or take with them. and we will distribute our proprietary 180 piece Listing Power Tools marketing pack to get your home in front of as many people as possible and sell it faster.

ADVERTISING & ONLINE MARKETING

Starting on launch day, we will go full-out on exposing your property to prospective buyers. Exposure of your home will be spread across all of our social media platforms, as well as to our extensive database of buyers. We will place targeted Facebook and Instagram ads and customize the audience according to the types of buyers we aim to attract. We will also reach out to our real estate professionals' network and share your listing with them so they are aware of your property for any interested buyer clients they may know. We use a proven Home Sale System to maximize your bottom line.

OTHER OPTIONS

for listing your home

BUY/SELL CONCURRENTLY

Do you need to sell your current house first before buying your next home? Many sellers in this position are nervous about the timing and how everything will come together. After all, it is a big inconvenience to have to move somewhere temporarily if the timing doesn't line up just right.

With specialized loan programs, you can buy your new home before you sell your current one by tapping into the equity in your current house now, then sell your house on the open market for top dollar AFTER you move into your new home!. In addition, you may have the option to receive an advance of funds in order to do needed home improvement projects prior to listing your house on the market.

Savvy Home Sales can introduce you to these options and help you through the process. For more information, contact us and we will get you on the road to a lower stress option for your home sale and purchase!

iBUYERS

You may have heard about direct offers from some online companies or signs that say "We Buy Houses for Cash". When the listing market is busy, these companies come out of the woodwork to try to cash in on sellers who think they are getting a great deal through these methods.

Many of these "cash buyers" will charge a high convenience fee for this service, and how do you know if you are getting the best price? We can market your home to our extensive buyer database and investor networks to find a qualified buyer who is looking for their next fix and flip or buy and hold property. Rest assured that we will represent you with excellence and negotiate to get you the best price and terms possible.

SHOULD I HIRE MY FRIEND OR RELATIVE?

There are literally thousands of real estate agents in our area, so who do you choose? Especially when one of your friends or relatives is an agent. If they are an experienced agent in our market, then absolutely, it makes sense to consider them, but will they also get you the best result?

Here are some things to ask them if you aren't sure:

1. How long have you been selling real estate, and what are your qualifications?
2. What percentage of your business comes from referrals from past clients?
3. If they are a newer agent...How do you think you could negotiate and win against an experienced agent? Do you work on a team with an experienced agent mentor?
4. Do you have a specific and thorough marketing plan?
5. Is this your full-time job?

***PUT YOUR BIGGEST INVESTMENT IN THE HANDS OF AN
EXPERIENCED AGENT!***

PREPARING TO LIST



preparing to list

maximize your home's potential

A clean, neutral, and streamlined look helps buyers to imagine what life would be like in your home. The action points below will help them be able to do that. We will also provide you with a detailed staging report prior to your photography appointment.

01

EXTERIOR

- Power wash or paint the home's exterior if needed
 - Paint the front door & replace welcome mat
 - Keep the yard nicely trimmed
 - Put away extra yard items or furniture
 - Weed and freshly mulch garden beds
 - Clean interior and exterior windows
 - Hide trash bins



02

INTERIOR

- Remove personal items, extra decorations, & furniture
 - Replace or clean/stretch carpets
 - Organize and clean closets
 - Apply a fresh coat of paint to walls, trim, and doors if needed
 - Replace outdated fixtures and clean lighting fixtures
 - Minimize and clean pet areas in the home
 - Be sure that all light bulbs are in working order - no CFL's!



03

START PACKING NOW

Declutter, declutter, declutter. Unless you have a minimalist lifestyle, you have likely accumulated many items during your stay in the house. As we aim to create an open and clean space inside your home, it is crucial to remove as many unnecessary items as possible. Furthermore, a decluttered home maximizes your home's space, which can give the impression to the buyer that your home has more square footage than it has in reality. If you have no space for storage, consider renting a short-term storage bin or locker.



LISTING TIME





robust marketing

facebook



YouTube

Zillow

NETWORKING

A large percentage of real estate transactions happen with co-operating agents. We will expose your listing to our expansive network of agents at LPT, luxury agent networks, and other brokerages.

SIGNAGE

An upscale high-end sign will be placed in front of your home as well as pointers and open house signs prior to an open house. These will be placed at the most opportune times to gain the most exposure.

SUPERIOR ONLINE EXPOSURE

Buyers in today's market first start their search online. We will meet your potential buyer where they are...online! Not only will your home be featured on both ReColorado MLS and Pikes Peak MLS, it will also be featured on major 3rd party real estate sites such as Zillow, Google, Trulia, Realtor.com, and syndicated to literally hundreds of other listing sites. Your home will be featured on our company website and social media.

EMAIL MARKETING

Emails and texts will be sent to our database of thousands of buyers searching for properties on our website. A new listing announcement will go out to our nationwide agent network.

PROPERTY FLYERS

Highly informative and eye catching property flyers and feature placards will be displayed inside your home. These help potential buyers remember the key items and unique features of your home as they are walking through.

LOCK BOX

Lockboxes are essential for the safety of all. They allow an agent to show your house whenever he or she needs to, rather than relying on you the owner for a key. Owners are also expected to vacate the property for showings. Having a lockbox makes this process much easier for all involved.

SHOWINGS

When we list your home, you will also be signed up with a showing service that immediately communicates with you when a showing is scheduled. When feedback isn't left, we will follow up with those agents requesting their feedback within 24 hours.

OPEN HOUSES

Over the years we have discovered the perfect formula for what day is best to list a home and how to create buyer interest. Open houses don't necessarily sell homes, but we will discuss whether it makes sense for you.

SOCIAL MEDIA MARKETING

We practice regular social media marketing and place paid listing ads on today's top social sites which include and are not limited to: Google, Facebook, Instagram, LinkedIn, and YouTube.

AFTER LISTING YOUR HOME





showings

A few tips to help your home showings go as smoothly as possible.

FLEXIBLE

Be as flexible and accommodating to the buyers schedule as possible. We want to avoid having missed opportunities.

INFORMED

You will receive 1-2 hr notice of showings. Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

DAILY CLEANING

Keep up with daily messes. Make beds, tidy up, and wipe down kitchen and bathroom counters before leaving for the day.

ODORS

Avoid cooking strong-smelling foods prior to a showing. Keep your meal prep as neutral and simple as possible.

FURRY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyers ability to picture themselves living in your home.

NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

PERSONALS

Make sure you place all valuables and prescriptions out of site and in a safe place.

VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers feel at home and imagine themselves living there. Showings will be limited to 30-45 minute showing windows.



offers



CONTINGENCIES

The fewer contingencies in an offer the better. This is more common in busy markets where buyers are competing in multiple offer situations.



CASH BUYERS

Cash offers are not always better! Sometimes cash buyers are buying for an investment property and don't have as much motivation to close as those who need to move into a new home soon.



PRE-APPROVAL

We will require the buyers to submit a lender pre-approval letter with their offer to ensure that we don't waste time on non-qualified buyer offers.



LOAN TYPE

We will consider the loan type of the buyer, as well as the lender. In a competitive offer situation, I will call each buyer's lender to get confirmation of their purchase ability and how strong their pre-approval is.



CLOSING TIMELINE

You might need to close quickly to move on to the next adventure, or you might need to extend closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs will be most attractive to you. We may even request a seller lease back after closing, depending on your situation.



CLOSING COSTS

Sometimes in an offer the buyer may ask you to pay a percentage of the buyer's closing costs. This is called Seller Concessions. You may or may not be willing to do this depending on the other terms of the offer.



APPRAISAL PROVISION

If the buyer is getting a loan for the purchase, he/she will likely need to obtain an appraisal on the property. If the appraisal comes in below contract price, they can object and either terminate or ask you to reduce the price to the appraised value. Appraisal gap provisions in an offer are also a possibility.



INSPECTION REPAIRS

Some buyers may waive some or all of their right to submit an "Inspection Objection" in which they request you to make repairs to the home prior to closing, however, this is a normal contingency to see in a contract.



OFFER PRICE

Of course price matters too! If a higher offer will cost you more in closing costs, repairs, or other factors—then it probably won't be the better offer.

negotiations

Price is just one of many considerations when deciding which offer is best for your home. As an experienced agent and a Real Estate Negotiation Specialist®, I have the skills to guide you through the offer and negotiation process.

Once offers have been submitted, we will go through them together and we will send you an updated Seller Net Sheet which will reflect the terms of each offer. Although it may be tempting to go with an offer that has the highest sale price, we will discuss the other sales agreement factors: contingencies, financing conditions, closing timelines, and other terms.

Once we have discussed the offers, you will decide how you want to move forward. You can: accept the offer, decline the offer, or counter-offer. If you choose to counter-offer, the buyer would have to decide whether they wish to accept, decline, or counter the counter-offer. After negotiations and once both parties agree, we will finalize all signatures. The buyer will have to submit an earnest money deposit into a trust account to secure the contract. Now, any inspections, appraisals, and financing approvals will take place.

The "under contract" period begins after the buyer and seller finalize and sign the sales contract. During this period, a binding agreement exists between a seller and a buyer involving a property. When a property is "under contract," the seller may not enter into another contract with a different buyer, as you are obligated to sell your home to the current buyer. A property is still considered "under contract" throughout the process until the contract is either terminated or when the property is closed.



CONTRACT TO CLOSING



home INSPECTIONS

WHAT IS INCLUDED

Roof & Components
Exterior & Siding
Basement
Foundation
Crawlspace
Structure
Heating & Cooling
Plumbing
Electrical
Attic & Insulation
Doors
Windows & Lighting
Included Appliances
Attached Garages
Garage Doors
Grading & Drainage
All Stairs

Optional Add-on:
Radon
Sewer Scope
Mold



FAQ

INSPECTION TIME FRAME

TYPICALLY WITHIN 7 DAYS AFTER GOING
UNDER CONTRACT.
OBJECTION AND RESOLUTION NEGOTIATIONS
FOLLOW BY THE DATES IN THE CONTRACT

COSTS

NO COST TO THE SELLER. THE BUYER WILL
CHOOSE AND PURCHASE THE INSPECTIONS
PERFORMED BY THE INSPECTOR OF THEIR
CHOICE.

POSSIBLE OUTCOMES

INSPECTION OBJECTION IS THE MOST COMMON
CONTINGENCY FOR BUYER TERMINATION. WE
WANT TO GET TO A RESOLUTION TO CONTINUE
WITH THE CONTRACT.

BUYER CAN ACCEPT AS IS

BUYER CAN OBJECT

BUYER CAN CANCEL CONTRACT

home APPRAISAL



If the buyer is using a loan to purchase your home they will need to have an appraisal performed by a licensed appraiser to verify that the home's market value meets or exceeds the loan amount. As a seller you want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. An experienced listing agent demonstrates certain strategies to reveal value of the home to the appraiser prior to the appraisal.

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear and the transaction continues forward!

APPRAISAL COMES IN BELOW SALE PRICE

The buyer's agent will contact us and request a solution. You may be asked to reduce the purchase price to the appraised value, or they may pay some of the appraisal gap. They also have the option to terminate as dictated by the contract terms.

CLOSING THE SALE

what to expect

Closing is when funds and documents are prepared for signatures in order to transfer ownership of the property to the buyer. The escrow officer will look over the contract and find out what payments are owed by who, prepare documents for closing, perform the closing, make sure all payoffs are completed, the buyer's title is recorded, and that you receive payoffs that are due to you.

TRANSFER FUNDS

The transfer of funds may include payoffs to:

- Seller's mortgage company as well as any lien holders
- Prorated taxes and HOA dues
- Third-party service providers
- Real estate agents, for payment of commission
- Sellers, if there are any proceeds from the sale of the home

TRANSFER DOCUMENTS

The transfer of documents may include:

- The deed to the house
- Certificate of Title, Bill of Sale, and other real estate-related documents
- Signed closing instructions and/or settlement statement
- Receipts (if needed) for completed repairs, per sales contract

TRANSFER PROPERTY

The transfer of property may include:

- Recording of the signed deed
- Post-closing agreement, if seller will need to rent back home for specified time frame
- Exchange of keys, garage door opener, security codes and/or devices, appliance manuals, etc.
- Homeownership legally transfers to the new owner at the closing table.

YOUR COSTS

Seller's commonly pay:

- Mortgage balance
- Claims against your property, if any
- Unpaid assessments on your property
- Real estate agents, for payment of commission
- Title insurance policy
- Home warranty, if applicable

WHAT TO BRING

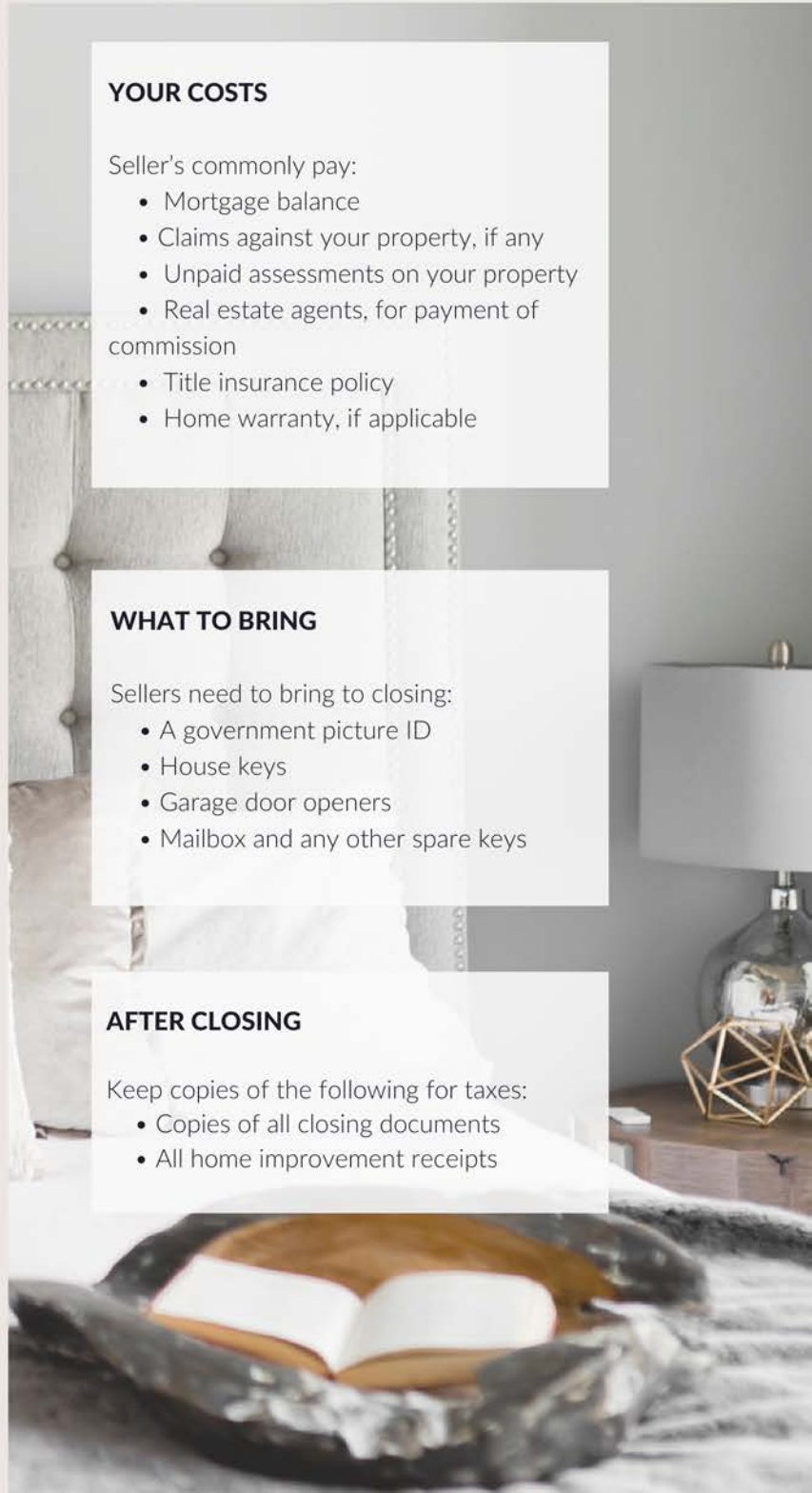
Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts



FINAL STEPS



FINAL *steps* FOR SELLERS



CANCEL POLICIES

Contact your insurance agent to cancel your policy on the day of closing so you can receive a refund of any prepaid premiums.



CLOSE ACCOUNTS

Cancel utilities and close or transfer those accounts. Keep a list of phone numbers for each of your utility and entertainment companies.



CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office.



DOCUMENTS

Secure all closing documents as well as the contract and closing documents. Keep them in a safe place.



GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.



CLEAR OUT PERSONALS

Move out your personal belongings completely. Check all drawers, cabinets, and closets.



CLEAN

Ensure that your home is completely clean upon leaving the home. Clean the cabinets, refrigerators, and other appliances inside and out. Thoroughly clean out the garage. Schedule trash pick up prior to the day of closing. Leave your home the way you would like to find it if you were the buyer.



INCIDENTALS

Leave all house keys, remotes, gate keys, pool keys, and mailbox keys in a drawer in the kitchen.



FLOORS

Vacuum and sweep floors one more time



LOCK UP

Ensure all blinds are closed, and lock the windows and doors.



REVIEWS



REVIEWS



"We worked with Savvy Home Sales for over two years as we looked to relocate within the city. They represented us both as a seller's agent and buyer's agent. Every detail along the way was addressed with both thoughtfulness and professionalism. You won't go wrong with choosing Savvy Home Sales."

~ Kelly Perkins

"We used Kathi's team to sell our home...we were so thrilled and thankful we used her as our agent. She helped us stage the home and did great advertising and then negotiating with the potential buyers is why I believe we walked out better than we thought we would. I would highly recommend for selling as well as buying as she also helped us buy two homes in a very competitive market which is super stressful. Highly recommend Kathi"

~ Kimberly Robinson

"After the highly successful sale of our property, the entire experience with Savvy Home Sales was a pleasurable and profitable one. Kathi is a personable agent who will do the utmost to make the experience go smoothly and efficiently. I cannot recommend them highly enough and definitely encourage anyone requiring their services to not look any further. "SHE WILL GET THE JOB DONE".

~ Mike Hess

"I highly recommend Savvy Home Sales! We have bought and sold multiple properties with Kathi. She's been so great to work with! You won't find a better, more attentive Realtor. Call her now!"

~Rebecca DeBenedittis

"Great experience for buying and selling our house!! Kathi's team made the whole process smooth and kept us informed. Would definitely recommend them to anyone in the area!!"

~Blake Guiles



"Savvy Home Sales is amazing to work with! They truly made me feel like their only client. If you want efficient, wealth of knowledge, and a good heart then I would highly recommend them!"

- Rebekah Faletti



"If I could give 10 stars, I would! Kathi was instrumental in not only selling our home, but also helping us buy our new home. She is by far, the absolute BEST realtor that my husband and I have ever encountered. She is professional, personable, caring, detail-oriented and communicative, giving us updates along the way. Although both sales had their challenges, Kathi was there to advise and assist us through the process. We couldn't have done it without her. Thank you, Kathi!"

- Debra Arabia

"I wish I would've met Kathi when I bought my first house, but when it came time to sell our house we reached out to her and her team for help. They looked over our house and had a step-by-step list of suggestions to help with getting the most for our house. When it came time for staging the house, Savvy Home Sales even handled that by adding personal touches. They helped with the buying and even selling of our next house, for my wife and I decided to retire to Europe. While we left for Europe they handled everything for us. They kept us informed as to what was going on with our house at all times. Savvy Home Sales always goes above and beyond. When it comes to looking for a realtor, look no further for Savvy Home Sales will become your FOREVER realtors."

- Daniel Rasher

"Savvy Home Sales is the best of the best! We couldn't be luckier to count them as our Realtors, or as our friends. With the sale of our home, they gave us a step-by-step list of things they recommended to prep our home for a maximum-value sale. They went above and beyond to set us up for success, and personally handled many of the staging touches themselves. If you're looking for someone to help you buy or sell a home in the Denver, Metro Denver or Colorado Springs markets, HIRE Savvy Home Sales! You won't regret it. Our house sold way over asking - they helped us compare offers in a clear cut, fast and professional way. Couldn't be happier!"

~ Caitlin Rettenmeier

SOLD

buy - sell - invest

SHS



SAVVY HOME SALES

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Our primary focus at Savvy Home Sales is taking care of people. Everything we do is focused on excellence and providing an experience that is as smooth and stress-free as possible. From our upscale marketing and home staging services, to our individually tailored home-buying services and expertise in real estate negotiations, we want you to have a 5-star experience working with us. We are proud to say that is what we have consistently delivered, and as a result have worked with many clients in multiple transactions and have received 100% 5-star reviews since we began in 2010.



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