

Kindness Matters

SENIOR TRANSITION SERVICES

"...Selling a home is the intersection of Cherished Memories of the Past and Hopes and Dreams for the Future."

As Your Seniors Real Estate Specialist...

With aging parents of my own, I wanted people to know they could count on someone to help them during the difficult task of selling their parent's home. Coordinating the home selling process as well as the distribution of your parents' personal property in a way that honors them and maintains family harmony for generations to come.

You and Your Family Can Relax Knowing Everything is Under Control.

- Downsize • De-clutter • Sort • Organize • Inspect • Repairs • Sell • Donate • Dispose
- Recycle • Pack • Move • Unpack • Settle In • Pet Re-Homing

My Team and I can take care of it all! Call me for a FREE Home Evaluation from an Appraiser's Point of View!

Transitioning into Independent / Assisted Living

As your advocate. I will help you transition into your new home:

- Connect you to a free placement service to locate the best facility for your needs and price range.
- The sale of the property will be made contingent on finding your home of choice.
- Coordinate the sale of the property with the move into your new home.
- Assist in space planning and help you decide which items you will take to your new home.
- Help with disposing of extra furniture, cars, personal items, etc.
- Get quotes from moving companies and coordinate the movers for moving day.
- Make arrangements with a cleaning service prior to moving out of your property.
- Coordinate disconnecting utilities and notifying the U.S. Mail, IRS, DMV, Social Security, Financial Institutions, etc.
- On moving day, I will ensure that you get assistance unpacking, arranging your furniture, hanging up pictures, and making your bed for your first night sleep.

Going Above and Beyond Just Selling the House!

Ask about our Concierge Services, where you can access repairs and high-impact renovations to maximize your home's value with no cash out of pocket or up-front fees!

Client Testimonial

Betty said if I trusted and followed her formula, I would get great results. Well, she delivered on everything and then some. My house sold for \$538,000 in only 6 days. That's \$29,000 more than I would have received had I listened to the other two agents I met with.

Betty would be a great Realtor for anyone but she is especially gifted in helping senior citizens moving into smaller homes or into assisted living facilities. She anticipates their needs and works long and hard to accomplish what is best for them. I'm very grateful to have found her and recommend her wholeheartedly!



Mary Jo Carson (805) 482-4237



Betty Fernandez

REALTOR® | BROKER-ASSOCIATE | FMR. CERTIFIED RESIDENTIAL APPRAISER

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kWORLD CLASS
KELLERWILLIAMS REALTY

Our concierge was established to help sellers prepare their home for sale by covering the upfront costs of renovations or repairs that can lead to a higher sales price.

Concierge Services



SELL YOUR HOME FAST AND FOR MORE MONEY?
MAXIMIZE YOUR HOME'S VALUE. CALL ME TODAY TO GET STARTED.

7-STEP PROCESS

1. List your home with me.
2. We discuss which services can increase your home's value the most.
3. Design consultation - independent advice.
4. Home improvements begin, no cash out of pocket.
5. Transformation is complete.
6. Home goes on market.
7. Home is sold, and payment is made through escrow.



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RANGE OF SERVICES

- Staging
- Deep-Cleaning
- Organizing
- Cosmetic Renovations
- Decluttering
- Landscaping & Fencing
- New Flooring
- New Countertops
- Kitchen & Bath Improvements
- Updated HVAC & Plumbing
- Interior & Exterior Painting
- Pest Control
- Roof Repair
- Electrical Work
- Window Treatments
- Moving & Packing Assistance
- Hauling & Trash Removal
- Senior Services
- AND MORE!

We will help you determine which services can provide the maximum return on your investment and handle the improvements from top to bottom with licensed, insured and vetted contractors. Best of all, you don't have to worry about upfront costs or fees until closing.