

Selling While Relocating



KIRK R. SIMMON
REALTOR®

Selling while relocating can be chaotic—but it doesn't have to be. This guide gives you a clear plan to stay on track and sell with confidence.



**KIRK
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KIRK R. SIMMON

Kirk aspires to be your lifelong real estate agent, market coach, and community sherpa, dedicated to delivering unparalleled customer service. With a formidable background in building materials and sales, and 20+ years as an award-winning real estate agent, Kirk brings a wealth of knowledge in home construction and adept negotiation skills to the real estate arena.

Growing up in Chester County, Pennsylvania, Kirk earned his Bachelor's in Marketing and Minor in Philosophy from Kutztown University.

When he's not selling residential homes around the Main Line, you'll see him with his family at engagements and sports car activities. He's relentless about winning...and achieving great results is his reputation.



Insight. Strategy. Success.



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STEP 1

NAIL DOWN YOUR TIMELINE FIRST



Start with the end in mind: when do you have to be in your new home? Now work backward.

That means:

- Your ideal close date on your current home
- Your move-out date (with margin for surprises)
- Any gaps that might require storage or temporary housing

🕒 **TIP:** If your relocation is tied to a job start date, school year, or contract deadline, we'll need to plan aggressively from day one. Let's talk timelines early.

STEP 2

CHOOSE A LOCAL AGENT WHO GETS RELOCATION



Not all agents understand the extra stress and tight timelines of relocating. You need someone who:

- Knows how to price right for speed and value
- Has systems to handle virtual updates, remote signings, and long-distance coordination
- Can step in locally when you can't be there

 I've done this dozens of times. My goal is to make your move feel 50% lighter from the moment we meet.

STEP 3

BEGIN DECLUTTERING & ORGANIZING



Packing early gives you a head start—and helps buyers picture themselves in your home.

Here's what I recommend:

- Start with closets, basement, garage, and storage spaces
- Remove anything personal or seasonal
- Pack items you don't need in the next 60 days
- Donate what you don't love

⚠ Think of it this way: If it's not coming with you to the next place, it probably doesn't need to stay here either.

STEP 4

PRICE IT RIGHT THE FIRST TIME

When you're relocating, you don't have time to chase the market. You need the right price—right now.

But here's the truth: I don't play guessing games. I'll show you the data and recommend the number that gets you real traction—quickly and without leaving money on the table.

3 PRICING STRATEGIES



UNDER PRICED

- Decrease future buying power
- Possibly deter potential buyers because they think something is wrong

MARKET VALUE

- Expect Market Average
- Predictable

OVER PRICED

- Limited Buyer Activity
- Increased Days on Market
- Chasing the Market
- Price Reductions Likely

STEP 5

FIX WHAT MATTERS



Small repairs can prevent big red flags. Focus on:

- Leaks, scuffs, outlets, loose handles
- Caulking, paint touch-ups, basic landscaping
- Anything that could spook a home inspector or buyer

💡 Optional: Consider a pre-listing home inspection to catch surprises early—especially helpful if you're moving out of state and won't be around for fixes later.

STEP 6

STAGE TO SELL



You don't need to hire a designer or move out. But smart staging creates an emotional hook that photos and walkthroughs can't match.

Quick wins:

- Fresh linens, uncluttered counters, neutral decor
- Light-filled spaces, open traffic flow
- Remove excess furniture (less is more!)

📸 Pro staging or even partial staging often returns 3–5x what it costs—and staged homes sell 73% faster according to NAR.

STEP 7

MARKET SMART



When you're relocating, you can't rely on just open houses or local buzz. We'll go all-in on:

- Pro photography and video
- 3D and virtual tours
- Social media + real estate sites
- Smart signage with QR codes

🚚 If you're already gone, I can oversee everything—from staging to showings—to make sure your property gets the attention it deserves.

STEP 8

NEGOTIATE LIKE TIMING MATTERS



Offers come in—now what?

It's not just about the price. When relocating, you need to think about:

- Buyer flexibility on closing
- Rent-backs if needed
- Contingency timelines

🎯 I'll help you weigh speed vs terms so you don't just sell—you win the right offer for your move.

STEP 9

ALIGN CLOSING WITH YOUR MOVE



It sounds obvious, but it's a common pitfall: move-out and closing dates don't line up. I'll help you:

- Set a closing date that supports your relocation
- Avoid “homeless gaps” with temporary options
- Schedule movers strategically (don't wait!)

 My team keeps tabs on everything so you don't have to play air traffic controller from three states away.

STEP 10

MOVE WITH A GAME PLAN



By this point, you’ve decluttered, packed, and purged.

Now:

- Confirm utilities off/on at both ends
- Forward mail and update key accounts
- Get boxes labeled by room (and “open first”)
- Say goodbye and move forward—confidently

 **Bonus Tip:** Create a “first 3 days box” with essentials (toilet paper, coffee, chargers, documents, etc.). You’ll thank yourself later.



LET'S MAKE THIS MOVE WORK FOR YOU

YOU DON'T NEED TO FIGURE THIS OUT ALONE.

Selling while relocating doesn't have to be a headache. With the right strategy and local guidance, you can move forward with confidence—and get great results along the way.

Let's talk about your next move. No pressure—just a smart plan.



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