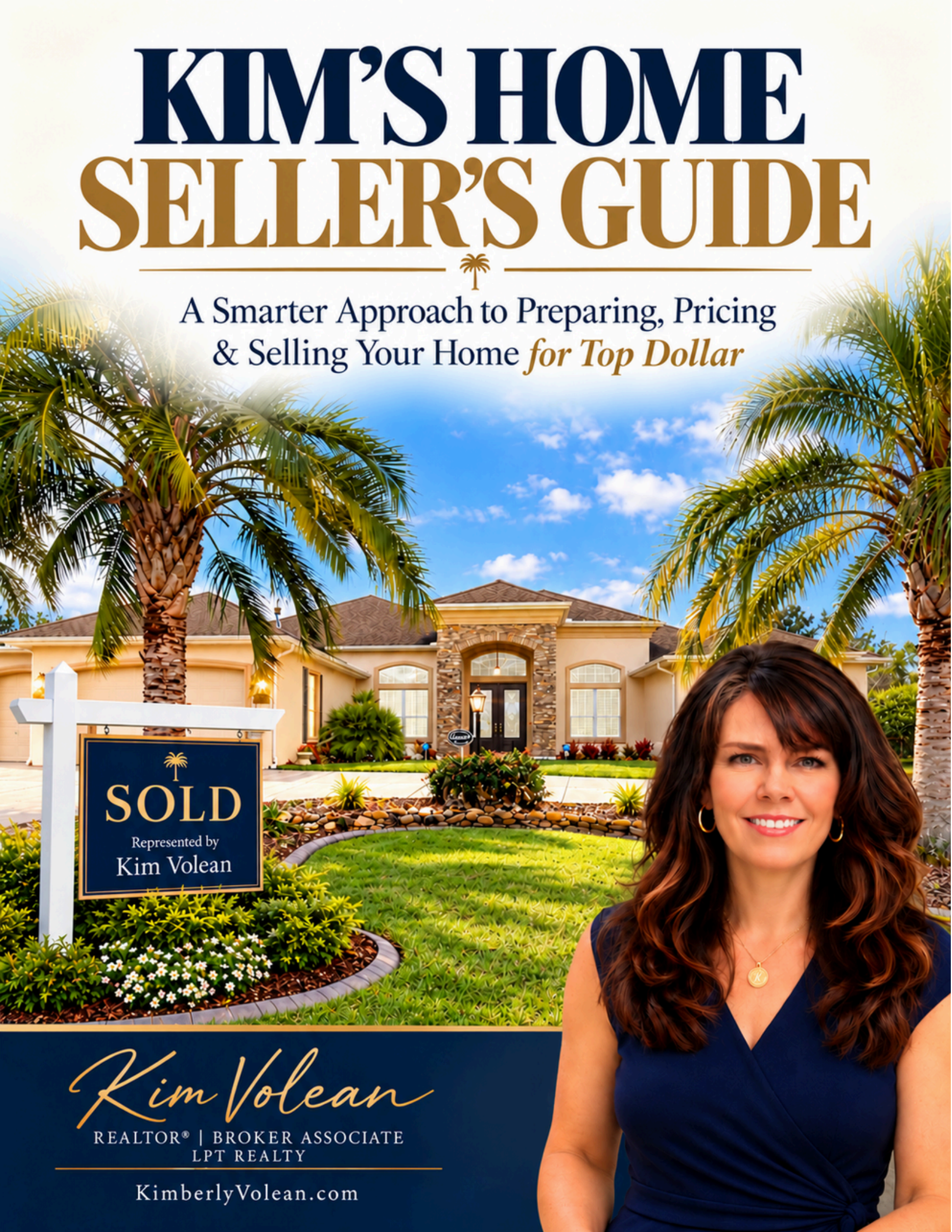
KIM'S HOME SELLER'S GUIDE

A Smarter Approach to Preparing, Pricing & Selling Your Home *for Top Dollar*



Kim Volean
REALTOR® | BROKER ASSOCIATE
LPT REALTY
KimberlyVolean.com

SELLING YOUR HOME IN THE VILLAGES

A SMARTER WAY TO PREPARE YOUR HOME FOR SALE



Selling a home in The Villages comes with its own set of decisions. What should you update? What should you leave alone? How much preparation really matters? And what are buyers looking for today?

This guide was created to help answer those questions—without suggesting that you spend money where you don't need to.

Inside, you'll find practical information about pricing, preparation, improvements, showings, buyer expectations and some of the small details that can make a surprisingly big difference when it's time to sell.



Inside this guide:

- PRICING
- PREPARATION
- IMPROVEMENTS
- SHOWINGS
- BUYER EXPECTATIONS
- AVOIDING SURPRISES

INTERVIEWING A LISTING AGENT?

Questions worth asking before you choose who will represent your home.

Not all real estate agents market homes the same way. The right questions can help you understand their experience, approach and commitment—and whether their strategy is the right fit for you.

1 How will you determine the right price for my home?



Ask how the agent analyzes comparable sales, current competition, location, condition, updates and the features that make your home different. Pricing should be based on market data—not just what you want to hear.

2 Exactly how will you market my home?



Ask for specific details. Will you use professional photography, video, MLS exposure, online advertising, open houses, signage, a property website, and agent-to-agent marketing? A strong marketing plan should go beyond simply "I'll put it everywhere."

3 Who actually creates the marketing?



Will you personally oversee how my home is presented, or is it all handled by someone else? Ask to see examples of actual listings you've marketed, including photos, video and property descriptions.

4 How will you communicate with me after the listing goes live?



Who will I hear from—the agent, an assistant or a team member? How often will I receive showing feedback and market updates? And what happens if my home isn't getting the activity we expect?

5 What is your strategy if my home isn't selling?



Ask what you would do if there isn't enough activity. Will you reassess the price, presentation, marketing and competition based on buyer feedback? What is your plan at Day 30, Day 45 or beyond?

6 How do you handle offers and negotiations?



Will you simply forward an offer, or will you help me understand the buyer's strength, contingencies, concessions, estimated net proceeds and any potential risks before I make a decision?

7 What happens after I accept an offer?



Will you remain actively involved through inspections, financing/appraisal (if applicable), title work, final walk-through and closing? Ask how you will be kept informed throughout the entire process.

8 What am I paying—and what am I getting for it?



Compensation is negotiable. Understand the listing-broker compensation, the services included, your buyer-broker compensation strategy and any other costs or fees before signing a listing agreement.

ASK TO SEE THE PROOF.

Don't just take an agent's word for it—ask to see real examples of their work.

RECENT LISTINGS | PROFESSIONAL PHOTOGRAPHY | VIDEO EXAMPLES | MARKETING MATERIALS | PROPERTY WEBSITES | SELLER TESTIMONIALS

DON'T JUST INTERVIEW THE AGENT. INTERVIEW THE STRATEGY.

The right questions can tell you a lot about how your home—and you—will be represented.

BEFORE YOU SIGN THE LISTING AGREEMENT

Understand what you're agreeing to—and make the important decisions up front.

Your listing agreement establishes the relationship between you and the listing brokerage and outlines the services, responsibilities, compensation and other terms of the listing. Before you sign, I want you to understand exactly what you're agreeing to and why.

1 Understand the Terms

The listing agreement includes the length of the listing, the services being provided, your responsibilities as the seller, the brokerage's responsibilities and what happens if your circumstances change. We'll review each term so you're comfortable with what you're signing.

2 Understand Listing-Broker Compensation

Real estate commissions are negotiable. Before listing your home, we'll discuss the compensation for the services provided by the listing brokerage so you understand the cost and what's included.

3 Decide Your Buyer-Broker Compensation Strategy

Buyer-broker compensation is also negotiable. We'll discuss whether you want to authorize compensation toward the buyer's broker and, if so, the amount you're comfortable offering as part of your selling strategy.

That decision shouldn't be made in a vacuum. Your home is competing with other homes for buyers. If a buyer must contribute more toward their own broker's compensation, that becomes another transaction cost they must consider when deciding what they can afford and how to structure an offer.

Think competitively—not just about the cost, but about the complete economics of attracting a buyer.

4 Know What You've Authorized

The listing agreement documents what you've agreed to. If a later offer includes a buyer-broker compensation request that differs from what you've already authorized, we'll discuss the difference, its effect on your estimated net and any appropriate written changes before you agree to it.

QUESTIONS TO ASK BEFORE YOU SIGN

- How long is the agreement?
- What services are included?
- How will my home be marketed?
- How is compensation structured?
- What have I authorized regarding buyer-broker compensation?
- How will changes be handled?

THE GOAL IS CLARITY FROM THE BEGINNING.

Understand the services, strategy, compensation and responsibilities before your home goes on the market.

Pricing Your Home

IT'S ABOUT VALUE, NOT THE LOWEST PRICE



Pricing your home is one of the most important decisions you'll make. **The goal isn't to be the cheapest home. The goal is for buyers to recognize the value.**

A well-priced home attracts more interest, creates opportunity for stronger offers, and helps you move forward with confidence.

Remember ... | THE GOAL ISN'T TO BE THE CHEAPEST HOME. THE GOAL IS FOR BUYERS TO RECOGNIZE THE VALUE.

What You Need — and What the Market Will Pay

Every seller has a number in mind. Sometimes it's based on what you paid, improvements you've made, what you owe, or what you hope to have available for your next move.

Those are important considerations when deciding whether selling makes sense for you. But they don't determine your home's current market value.

Market value is ultimately shaped by what today's buyers are willing to pay—based on the home itself, recent comparable sales, current competition and market conditions.

That's why good pricing isn't about automatically pricing lower. It's about understanding where your home fits in the current market—and making sure buyers can see the value behind the price.

What About Online Home Values?

Online home-value estimates from sites like Zillow, Realtor.com and Redfin can provide a helpful general reference, but they aren't the same as an individual evaluation of your home.

These automated estimates are largely based on available property data and nearby sales. They may not fully account for what makes your home different—such as an updated kitchen, premium finishes, a new roof, an added pool, an expanded garage, a beautiful view or other improvements you've made.

They also may not know about features that could affect value in the other direction, such as needed repairs or deferred maintenance.

That's why I use online estimates as information—not as the final answer.



PREPARING YOUR HOME

Creating a fresh, welcoming first impression.

A well-prepared home doesn't have to be perfect — it should feel cared for, comfortable and easy to imagine living in. Small changes can make a meaningful difference in how buyers experience your home.





CLEAN & FRESH

Clean glass, clear surfaces, fresh linens and sparkling kitchens and baths help a home feel beautifully cared for.

FRESH, NOT FRAGRANCED

A truly fresh home doesn't need added fragrance. Skip strong candles, plug-ins and air fresheners. Address the source of odors and let clean simply smell clean.

LIGHT & AIRY

Open the blinds, let in the natural light and give every room room to breathe. A bright, comfortable home can feel more open and inviting.



LESS IS MORE

Edit personal photos, collections and extra décor so buyers notice the home first. You don't need to remove every bit of personality — a few thoughtfully chosen pieces can keep a room feeling warm and welcoming.

SIMPLE TOUCHES

Flowers don't have to be fresh. Beautiful faux florals or greenery work just as well when they look natural. Keep arrangements simple and choose soft, clean colors, crisp linens and a few carefully chosen accents.

BEFORE YOUR HOME GOES LIVE

Every home is different, and preparing to sell doesn't mean changing everything you love about yours. If you'd like a second set of eyes, I'm happy to walk through your home with you and offer simple suggestions for preparing it for photos, showings and buyers.

Sometimes a few small changes are all it takes.

Marketing Your Home

Leave No Stone Unturned

The best marketing isn't one thing. It's a thoughtful combination of preparation, presentation, exposure and follow-through—designed to give your home every opportunity to be seen and remembered by the right buyer.



Presentation Starts Before the Photos

Professional photography is essential—but the home has to be ready for the camera. Before your home is photographed, we'll walk through it together and look at simple ways to make each room show its best. Often, good staging doesn't require buying anything new. It's about making thoughtful use of what you already own.







Preparing Your Home to Be Seen

These details can make a big difference in how buyers see—and feel about—your home.

- **Clean and declutter every room.**
  Remove excess items from countertops, shelves, closets and cabinets so spaces feel larger and more inviting.
- **Pay attention to the kitchen and bathrooms.**
  Clear countertops, remove personal items, store toiletries in cabinets and make sure sinks, fixtures and mirrors are clean.
- **Showcase important features.**
  Highlight updates, built-in cabinetry, walk-in closets, pantry space, organized garage storage and any other features that add value.
- **Let in the light.**
  Open blinds and curtains, replace burned-out bulbs and make sure each room is bright and welcoming.
- **Don't forget the areas buyers often notice.**
  Keep the driveway, walkways, entryway and front porch clean and well maintained. Curb appeal starts before buyers walk inside.
- **Make the garage count.**
  Clean and organize the garage, remove clutter, and showcase storage systems, cabinetry and golf-cart space.
- **Check the attic.**
  Buyers and inspectors may look in the attic, so keep it tidy and free of unnecessary items.
- **Remove personal items.**
  Store family photos, personal collections and sensitive items to help buyers imagine the home as their own.
- **Help buyers see the home, not the things inside it.**
  A clean, neutral space makes it easier for buyers to picture themselves living there.

My philosophy: | You may never know which piece of marketing ultimately brings your buyer. ***That's why I believe in leaving no stone unturned.***

How I Market Your Home

Maximum Exposure. Thoughtful Strategy.

Your home shouldn't just be listed... It should be presented, positioned and actively marketed.





What Every Seller Should Expect

- Professional photography
- Strong MLS presentation
- Syndicated to top real estate sites
- For sale signage
- Open houses (when appropriate)
- Agent-to-agent exposure
- Property information for buyers
- Showings and feedback
- Ongoing communication

More than exposure.

My goal is to help buyers understand what makes your home worth noticing.

Video Marketing With a Villages-Focused Audience

My videos reach people who are actively watching homes, neighborhoods and real estate content about The Villages—including viewers planning for retirement and a future move here.



9 Reasons This Patio Villa Stands Out

6.8K views

102 20



No Bond + Brand-New Roof

11K views

121 18



Is This Really A Patio Villa?

1.7K views

23 3



A For Sale Sign That Does More

I use a magnetic For Sale sign on your garage with a companion QR code. Buyers can instantly view a dedicated property website with photos, video, details and a way to request a showing.

VISIT THIS HOME'S WEBSITE

Photos • Video • Details
KimberlyVolean.com



Kim Volean
REALTOR® | BROKER ASSOCIATE | LPT REALTY
Helping Buyers & Sellers in The Villages

352-396-3005
Kim@KimberlyVolean.com
www.KimberlyVolean.com

Thinking of Selling?
Let's Talk



MAKING EVERY SHOWING COUNT

Creating the best possible experience for buyers

When your home is on the market, accessibility matters. Buyers often come to The Villages from out of town and invest time and money in their trip. Keeping your home reasonably show-ready and being as flexible as possible gives you more opportunities to get the right buyer through the door.

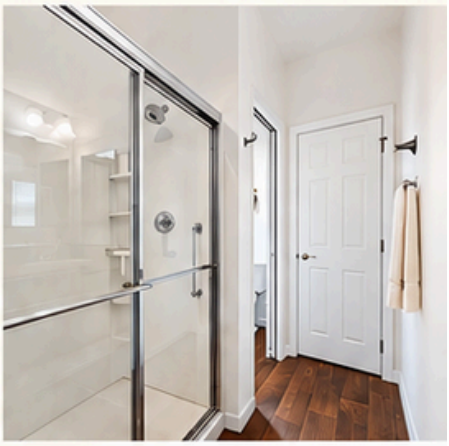
Don't underestimate a short-notice showing.

Many buyers travel to The Villages with a limited amount of time to find a home. A last-minute showing request may be inconvenient, but **these showings can—and do—turn into offers.**

The easier your home is to show, the more opportunities buyers have to see it.







Bright, Cool & Comfortable

Turn the lights on before every showing—even during the day. Open blinds or shades where appropriate and make your home feel bright and welcoming. Keep the temperature comfortably cool. Around **73–75°F** is a good target; buyers should feel comfortable enough to linger and explore.

Clear Away the Personal Stuff

Remove personal items from kitchen and bathroom counters. Put away toothbrushes, toothpaste, medications, toiletries and other everyday items. Make beds, straighten towels and give each room a quick reset before you leave. A clean, **clutter-free home helps buyers focus on the home—not your personal belongings.**

Fresh, Not Fragranced

A clean, neutral-smelling home is usually best. Take out the trash, address pet and cooking odors, and avoid heavy sprays, candles or plug-ins that can overwhelm buyers or make them wonder what a fragrance is covering. Make sure the **refrigerator and oven are clean too—buyers sometimes open appliances that convey with the home.**

Give Buyers Space

Whenever possible, step out during the showing. Buyers are more comfortable opening closets, looking closely at rooms and talking freely with their agent when the seller isn't present. **This allows them to truly imagine the home as their own.**

READY IN MINUTES

A quick pre-showing routine:

- Lights on
- Blinds open
- A/C comfortable (73-75°F)
- Counters clear
- Toiletries away
- Beds made
- Pets secured
- Quick odor check
- Out the door

THE PSYCHOLOGY OF PERCEIVED VALUE

Small details can have a surprisingly big effect on how buyers experience your home.

A well-maintained home creates confidence.

Buyers aren't only evaluating what they can see. They're forming an impression of how the home has been cared for over time — and that impression can influence how they perceive its value.

01 WELL-MAINTAINED HOMES CREATE CONFIDENCE

When a home feels clean, cared for and thoughtfully maintained, buyers are more likely to feel confident about its overall condition. Visible neglect can do the opposite, creating questions about problems they can't see.

02 BUYERS MAY OVERESTIMATE THE COST OF REPAIRS

A relatively inexpensive repair can become a much larger expense in a buyer's mind. When practical, taking care of obvious repairs before buyers see them can prevent uncertainty — and a bigger mental deduction.

03 SIMPLE UPDATES CAN CHANGE PERCEPTION

Nothing has to be broken. An older ceiling fan, dated light fixture, worn faucet, cabinet hardware or doorknob may work perfectly but still make a home feel dated. Small, visible updates can make a home feel fresher and more current.



BEFORE
Functional, but dated.



AFTER
A simple, updated look.

FUNCTIONAL → FRESHER

Nothing was broken. The perception changed.

04 PRESENTATION SHAPES THE FIRST IMPRESSION

Presentation doesn't have to be expensive. A clean entrance, a few coordinated pots of flowers, tidy landscaping and well-kept outdoor areas can make a home feel more inviting before a buyer ever walks through the door.

05 CLEANLINESS & FRESHNESS SIGNAL CARE

Buyers notice fingerprints on glass, grime around door handles, dirty screens and tracks, cobwebs, dead insects, dusty garages — and stale or unpleasant odors. These details may seem small, but together they influence how cared-for the entire home feels.

REDUCE THE BUYER'S MENTAL TO-DO LIST.

The fewer problems, projects and uncertainties buyers see, the easier it is for them to focus on the value of your home.



You Received AN OFFER. Now What?

Understanding the entire offer before deciding how to respond.

1 Start with the Entire Offer

The purchase price matters—but it isn't the whole offer. I review the contract with you so you understand the price, financing, escrow deposit, inspection terms, contingencies, closing date and anything else the buyer is requesting.

2 Look at What the Buyer Is Asking For

A buyer may request seller-paid closing costs, credits or concessions, a home warranty, personal property, buyer-broker compensation or other terms that affect your bottom line. We look at each request—and then evaluate the offer as a whole.

3 Understand the Buyer's Strength

Is the buyer paying cash or financing? If financing, are they pre-approved? Is their purchase dependent upon another property selling? Are there appraisal or financing contingencies? A strong offer isn't always simply the one with the highest price.

4 Use a Seller Net Sheet

A valuable decision-making tool.

Your listing agent can work with the title company to prepare an estimated seller net sheet. It can help you understand what you may actually receive after anticipated expenses, credits, concessions and other transaction costs.

5 Understand the Contract

The purchase contract you receive affects what happens after you accept it. The contract form and negotiated terms determine inspection rights, repair obligations and other responsibilities.

"AS IS" CONTRACT

The property is being sold in its current condition, and the seller generally is not obligated to make repairs. However, the buyer typically has an inspection period and, depending on the contract terms, may have the right to cancel during that period.

"As Is" does not mean "no inspection."

STANDARD CONTRACT

The contract may create different obligations regarding inspections, repairs, repair limits and how property-condition issues are handled. The specific terms matter, and I'll explain the actual terms and deadlines before you make your decision.

6 Decide How to Respond

After we've reviewed the complete offer, we discuss your options—accept, reject or counteroffer—and the advantages and risks of each.

BUYER-BROKER COMPENSATION

When we review an offer, we'll also review the buyer-broker compensation request included in the transaction. If the amount requested differs from what you've already authorized, we'll discuss the difference and how it affects your estimated net before you respond.

Buyer-broker compensation is part of the overall economics of the sale. If the buyer must contribute toward their buyer broker's compensation, that additional cost may affect how they structure the rest of their offer. That's why compensation should be considered alongside price, concessions, financing and other terms.

Evaluate the complete offer—not one expense in isolation.

THE BEST OFFER ISN'T ALWAYS THE HIGHEST OFFER.

Price + Terms + Costs + Risk + Timing = The Real Offer



PREPARING FOR A SUCCESSFUL INSPECTION

WHAT YOU *CAN* CONTROL

Small details can make a big difference.

Before your home reaches the market, take care of the things a buyer — or an inspector — is likely to notice. Focusing on these areas helps your home show well, reduces surprises and supports a smooth transaction.

- **Repair** dripping faucets and running toilets
- **Replace** burned-out bulbs and damaged switches
- **Service** the HVAC and change the filter
- **Check** doors, windows, locks and screens
- **Touch up** caulk, grout and minor wall damage
- **Clean** gutters, exterior surfaces and outdoor areas
- **Make sure** appliances and fixtures operate properly
- **Address** known leaks or moisture issues
- **Replace** missing or non-working smoke detectors
- **Keep** receipts and records for recent repairs and servicing

WHAT YOU *CAN'T* CONTROL

- The age of your home
- Its original construction and design
- Its location or lot orientation
- Neighboring properties
- Market conditions
- A buyer's personal preferences
- What an inspector happens to identify
- Items that are considered normal for the age of the home

The goal isn't perfection.

It's removing the avoidable distractions that can give a buyer pause — and showing them a home that has been thoughtfully cared for.

WHAT
AN INSPECTOR
MAY FIND

WHAT AN INSPECTOR *MAY FIND*

Small items can become a long list.

Inspectors document what they observe — and that includes many relatively small maintenance items. Here are real examples from an actual inspection report to show the types of things that often appear.

These are common items that many homeowners can address before listing.

1. DOORS



2.2 Doors
Repair or Replace
Separated sealant at front entry door exterior trim, reseal.

WHAT THIS MEANS

Caulk and sealant can crack or separate over time. This is a common, inexpensive maintenance item that helps keep moisture out.

2. IRRIGATION



2.6 Irrigation
Repair or Replace
Multiple heads leak at base, repair.

WHAT THIS MEANS

Inspectors often note irrigation heads that leak or need adjustment. These are typically straightforward repairs.

3. SCREEN DOOR / EXTERIOR AREAS



2.3 Decks, Balconies, Stoops, Steps, and Railings
Repair or Replace
Damaged latch at rear screen door, repair.

WHAT THIS MEANS

Doors, latches and hardware get normal wear and tear. Repairing or replacing damaged parts improves function and appearance.

4. EAVES, SOFFITS AND FASCIAS



2.5 Eaves, Soffits, and Fascias
Repair or Replace
Loose vent at left side soffit, repair.

WHAT THIS MEANS

Inspectors check exterior trim, soffits and vents for proper installation and condition. Loose vents or gaps are common and can be repaired.

5. HEATING / COOLING SYSTEM



9.0 Cooling and Air Handler Equipment
Repair or Replace
Mildew at bottom of condensation trays in air handler, repair/treat.

WHAT THIS MEANS

Inspectors look for signs of moisture and proper drainage. Regular HVAC maintenance and keeping condensate doors clean can help prevent issues.

6. PLUMBING FIXTURES



7.0 Plumbing Water Supply, Distribution System, and Fixtures
Repair or Replace
Master toilet is loose at tank, repair.

WHAT THIS MEANS

Inspectors test plumbing fixtures for stability and operation. A loose toilet or leaking fixture is a common maintenance item that can be fixed before listing.

An Important Takeaway

A long inspection report doesn't always mean a home has major problems.

Inspectors document what they observe — including many relatively small maintenance items. But a long list can still feel overwhelming to a buyer. That's why it's important to walk through your home and address the obvious items before listing. Doing so can mean fewer concerns, fewer negotiations and a smoother path to closing.

FROM PENDING TO CLOSED

What to expect after your offer is accepted.

Once you're under contract, there are several important steps before closing. Here's a step-by-step look at what happens, who is involved and what you can expect along the way.

PENDING → 1 → 2 → 3 → 4 → 5 → 6 → 7 → **CLOSED**

1 — EARNEST MONEY / ESCROW DEPOSIT

The buyer delivers the earnest money deposit according to the contract. The title company holds the funds, and I track the deadline and confirm the appropriate parties have what they need.

WHO'S INVOLVED
Buyer
Title Company
Kim

2 — INSPECTION PERIOD

The buyer completes any inspections permitted by the contract. If issues or requests arise, I'll help you understand your options and handle the negotiation with the buyer's agent.

WHO'S INVOLVED
Buyer
Inspector(s)
Kim

3 — FINANCING & APPRAISAL (If Applicable)

If the buyer is financing, their lender works through underwriting and may order an appraisal. I monitor contractual deadlines and stay in communication with the buyer's agent regarding progress.

WHO'S INVOLVED
Buyer
Lender
Appraiser
Kim

4 — TITLE WORK BEGINS

The title company researches title, obtains applicable payoff information, works through any title requirements and begins preparing for closing.

WHO'S INVOLVED
Title Company
Lender (if applicable)
Kim

5 — GETTING READY FOR CLOSING

You'll complete any agreed-upon items, gather keys, remotes and access devices, follow your moving plans and make sure the home is left in the condition required by the contract.

WHO'S INVOLVED
Seller
Kim

6 — FINAL WALK-THROUGH

Usually shortly before closing, the buyer has an opportunity to confirm the property's condition and that agreed-upon items remain or have been completed.

WHO'S INVOLVED
Buyer
Kim

7 — CLOSING & FUNDING

Documents are signed, funds are transferred and disbursed as appropriate, and ownership transfers according to the closing documents and contract.

WHO'S INVOLVED
Buyer
Seller
Title Company
Kim

BEHIND THE SCENES: WHAT THE TITLE COMPANY IS DOING

While inspections, financing and other contract milestones are taking place, the title company is also preparing your transaction for closing. Depending on the transaction, their work may include:

- Holding and accounting for earnest money and other escrow funds
- Examining the property's title
- Identifying liens or other title issues that must be addressed
- Obtaining mortgage payoff information
- Coordinating documents needed to clear title
- Preparing closing and settlement documents
- Calculating applicable prorations and closing figures
- Coordinating signatures and funds
- Handling disbursements and recording closing documents

Much of this work happens quietly in the background—
but it's an important part of getting your home successfully from pending to closed.

WHAT THE TITLE COMPANY MAY NEED FROM YOU

Early in the process, the title company may contact you for information and documentation needed to prepare for closing. Responding promptly helps keep the transaction moving and prevents unnecessary delays.

Depending on the transaction, they may request:

- A copy of your government-issued identification (driver's license, passport, etc.)
- Mortgage or loan information (if applicable)
- Marital-status information
- Association or HOA information
- Forwarding and contact information
- Answers to questions related to ownership or potential liens
- Any other documentation required for your specific transaction

Don't be surprised when the title company reaches out. Their questions and document requests are part of the work required to prepare your sale for closing.

PENDING DOESN'T MEAN MY JOB IS DONE.

I stay involved through the finish line—tracking deadlines, communicating with the parties and helping you navigate the details all the way to closing.



MEET KIM

Experience, local knowledge and a genuine desire to help.

Real estate has been part of my life for as long as I can remember. I come from a family of real estate professionals, have been a licensed real estate agent for more than 30 years, and have helped hundreds of buyers and sellers. I've also invested in and renovated homes, which gives me a deep appreciation for what makes a house feel like home.

Before real estate, I worked in public affairs and communications, including for the New York State Department of Health. During that time—especially through 9/11 and the anthrax attacks—I learned how important it is to communicate clearly, provide accurate information and stay calm when it matters most. That experience still influences how I work with my clients today.

A STRATEGY BUILT AROUND YOUR HOME

I don't believe in simply putting a home on the market and waiting. I believe in thoughtful preparation, strategic pricing, strong presentation, broad exposure, responsive communication and adjusting when the market gives us new information. My goal is to help you achieve the best possible results with as little stress as possible.

WHAT YOU CAN EXPECT FROM ME

- Straightforward advice
- Thoughtful pricing strategy
- Strong presentation and marketing
- Direct communication
- Careful offer evaluation
- Hands-on guidance through closing

MOVING SOMEWHERE NEW? I CAN HELP WITH THAT, TOO.

If your next move takes you outside The Villages—or outside Florida—I can help connect you with a qualified real estate professional in the area you're moving to. I can help identify and refer you to an agent who fits your needs, so you don't have to start your search from scratch.

That same philosophy is behind this guide. I want you to understand the decisions that go into a successful sale, know what to expect along the way, and feel confident that you have a strategy—not simply a sign in the yard.

WHAT CLIENTS HAVE SAID

"Kim is readily available, professional, & on top of the market. She sold my home within 24 hours of being on the market. Plus she is delightful."

— Kathleen Ziegler Wolfarth

"Kim met with me promptly and gave great advice on what needed to be done to prepare the property for showing. She was spot on with her comps and pricing strategy."

— Barbara Trapp

A LITTLE MORE ABOUT KIM

Away from real estate, I enjoy designing jewelry, playing the piano, staying active and learning new things. Creativity has always been an important part of my life, whether I'm designing a piece of jewelry, making videos about The Villages, working with a home or taking on a new project.

Kimberly Volean
Broker Associate | LPT Realty
352-396-3005
Kim@KimberlyVolean.com
KimberlyVolean.com