

- Vincent Kenny reviewed KATHY BALDRIDGE
- 12/23/2013
- Helped me sell a home

Vincent and Christine Kenny Client, Seller

My wife and I met Kathy Baldrige when she was working a presentation to a full house at the Home Show in Manchester. That particular seminar was aimed at senior who were interested in downsizing and relocating. She showed a great deal of common sense by patiently reassuring her entire audience that we were not unique and we could get exactly what we wanted. At the time we felt we had to move quickly because of my upcoming hip surgery that made working around the house and climbing stairs a real chore. Moving quickly was something that did not come easy for us! Kathy came to our home and got us started. She lead the way and guided our efforts closely, making us feel very secure in our transition by staying in close communication by phone and occasional visits. Together we made plans to prepare our house for sale. She helped us find contractors to paint the interior, refinish a den floor, and take care of the outside of the house. We never considered getting the house inspected as a method of preparing the house for marketing but Kathy strongly recommended that we do so. We asked the inspector to anticipate the new buyers concerns and prepare a list of what should be taken care of so that the right buyers would not encounter any problems with their inspector or lenders. The work took only a short time to organize and Kathy's suggested contractors had specific situations to tackle. Kathy also used the furniture we were not going to use in the future to stage the house thus help the buyer see the size and possible usage for some of the rooms. When done the house looked great. Kathy in the meantime prepared a marketing plan that included mailings, a broker and agent showings. She was on top of the entire situation spending time at the house to check on the contractor's work and to prepare a sales program that included an attractive walk through on her website. It was a dream to sit back and watch the program develop. We were kept informed on the time of the showings and the agent's analysis of the potential buyers' reactions. Due to our combined diligence every buyer was favorably impressed with the house. The problem was either a bad house match for the buyer or the prices. However, within six weeks we received an offer we could not refuse. It was exactly what we had hoped for! Do you want a savvy, hard working, successful agent? Then you must see Kathy Baldrige