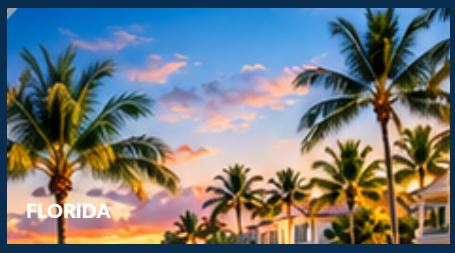
YOUR NEXT MOVE, MADE EASIER.

A detailed relocation manual for Arizona homeowners who are selling here and building a new life somewhere else.









THE ADVANTAGE OF STARTING WITH DAN

You keep an experienced Arizona REALTOR® who knows you. I do the legwork to find and screen destination REALTORS®, arrange a personal introduction, and coordinate both sides as your plans change.

INSIDE THIS GUIDE

01 A clear plan
What happens before listing or shopping

02 A smart introduction
How I research and screen REALTORS®

03 Connected timelines
How I coordinate your sale and purchase

04 Practical checklists
Costs, property risks, and moving details

37 years of real estate experience. One relationship you do not have to leave behind.



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Six stages. One connected plan.

A relocation involves two housing decisions, different state practices, and many moving deadlines. Here is the full process I would help coordinate with you.

01 Understand the move

I learn your destination goals, target dates, budget, priorities and whether selling in Arizona must fund the next purchase.

02 Prepare the Arizona sale

I handle pricing research, listing preparation, photography, marketing, buyer feedback, offers and Arizona closing coordination.

03 Find a compatible REALTOR®

I research local REALTORS®, check qualifications, interview promising candidates and present a shortlist that fits your needs.

04 Make a thoughtful handoff

I prepare a tailored briefing, confirm permission for personal details, and arrange the introduction and first conversation.

05 Coordinate both transactions

I maintain a shared timeline and coordinate updates about financing, inspections, proceeds, possession and closing dates.

06 Stay available until settled

I proactively follow up with both teams, flag changes and remain your contact for the Arizona side through closing.

Important: I find and vet destination REALTORS® and manage the introductions. You make the final hiring decision; your selected local REALTOR® handles representation under local agreements and law.



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We begin with your life, not a listing.

I begin with a conversation about your plans, then do the research and coordinate the next steps so you are not starting from scratch.

YOUR DESTINATION

Which cities or neighborhoods are you considering? What is drawing you there - family, work, retirement, recreation, climate, or a new lifestyle?

YOUR TRUE TIMELINE

Is there a hard move date, a job start, school calendar, lease deadline, or flexibility? Would temporary housing be acceptable?

YOUR FINANCIAL PICTURE

Will your Arizona sale proceeds fund the down payment? Are you comfortable carrying two homes? Your lender and financial advisers verify the options.

YOUR NEXT HOME

Separate must-haves from preferences: floor plan, accessibility, maintenance, pets, guests, outdoor space, travel convenience, and monthly costs.

Three decisions that shape the entire strategy

- ☐ Is selling the Arizona property a requirement before purchasing?
- ☐ Do you want one seamless move or are you open to interim housing?
- ☐ Which matters more if forced to choose: timing, price, or convenience?

MY FIRST DELIVERABLE

I prepare a written relocation outline: dates, Arizona listing plan, REALTOR® search criteria, initial candidates to screen, and key financial or timing questions.



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Prepare to sell with a purpose.

I manage the Arizona listing strategy while tracking how each sale milestone may affect your next-home purchase.

01

Value and competition

Review relevant recent sales, active alternatives, condition and likely buyer expectations. Discuss a pricing strategy - not just an online estimate.

02

Preparation priorities

Walk through repairs, curb appeal, cleaning, staging and disclosures. Separate essential work from optional improvements.

03

Presentation and launch

Arrange the professional listing photography and marketing I provide. Build an appropriate launch plan and showing process around your moving needs.

04

Buyer response and adjustments

I summarize showings, feedback and competition, recommend adjustments where warranted, and bring the options to you.

05

Offer evaluation

Compare price with financing strength, contingencies, appraisal risk, concessions, earnest money, closing and possession terms.

06

Contract-to-closing coordination

Track inspection responses, lender/appraisal dates, title and escrow requirements, and the expected availability of sale proceeds.

Why coordination matters: a buyer's financing, inspection request, or closing change in Arizona may affect when you can make or complete an offer in your destination state.



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A thoughtful match, not a random referral.

You do not have to find candidates yourself. I research the market, screen and interview REALTORS®, compare the strongest matches, and arrange introductions.

01 Local depth

I check for active knowledge of your target neighborhoods and property types, not just a general metro-area presence.

02 Relevant transactions

I ask about recent buyer transactions in your price range and how negotiating conditions vary locally.

03 Communication habits

I test responsiveness and ask how they provide updates, return calls, and handle urgent deadlines.

04 Negotiation judgment

I ask how they approach offers, contingencies, inspections, concessions, appraisal challenges and contract risks.

05 Local practical knowledge

I evaluate their ability to explain local contracts, insurance, disclosures, taxes, HOA issues and closing practices.

06 Client fit and availability

I confirm their availability and look for patience, organization, honesty and comfort coordinating an Arizona sale.

THE SEARCH AND SCREENING I HANDLE FOR YOU

I identify candidates through professional contacts and independent research, check license and brokerage information, interview likely matches, and present a concise shortlist with my reasons. I then arrange the calls; you make the final selection.



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A personal handoff changes the starting point.

I write the introduction, brief the REALTOR® on your goals, organize the first call and set up the communication plan. I confirm approval before sharing private details.

ILLUSTRATIVE CLIENT BRIEF

Example: Scottsdale homeowner considering a coastal Florida move

LIFESTYLE

Be near the water; comfortable travel to the airport; room for visiting family.

HOME

Low-maintenance layout; bright living spaces; usable storage; manageable HOA obligations.

TIMING

Arizona property launches first; funds from sale may be needed for the destination purchase.

FINANCES

Coordinate with the lender on actual purchasing capacity, loan timing, and verified monthly ownership cost.

COMMUNICATION

Client prefers concise Friday updates, phone calls for urgent issues, and direct explanations.

QUESTIONS

Insurance availability and price, flood exposure, HOA assessments, inspection issues, and closing norms.

How the handoff actually works

- [ ] I prepare your relocation brief and review any private details with you for approval.
- [ ] I contact the screened REALTOR®, arrange the introduction and lead a three-way kickoff call.
- [ ] I establish the update schedule, contacts and milestones that require immediate attention.



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The sequence changes the risks.

I lay out the major timing choices and coordinate questions for your lender and destination REALTOR® so you can compare options before committing.

SELL FIRST

POTENTIAL ADVANTAGE

You know more about sale proceeds and may avoid carrying two mortgages.

WATCH FOR

Temporary housing, storage, a compressed destination search, or a sale closing before you can move.

BUY FIRST

POTENTIAL ADVANTAGE

You may secure the next home and plan the move with more flexibility.

WATCH FOR

Qualifying with existing obligations, down payment source, cash reserves, carrying costs, and two-home risk.

OVERLAP / CONTINGENT

POTENTIAL ADVANTAGE

You try to connect both contracts and possession dates.

WATCH FOR

Financing and sale contingencies, seller acceptance, inspection delays, and domino effects if either closing shifts.

Lender and contract terms determine which alternatives are actually available; we do not assume simultaneous closings will happen automatically.



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What you need to learn before falling in love.

I flag the questions that can affect your decision and ask the destination REALTOR® to research local facts and connect you with appropriate qualified professionals.

OWNERSHIP COSTS

Property taxes, local assessments, homeowners insurance, utilities, HOA fees, special assessments, and maintenance.

PROPERTY EXPOSURE

Flood, hurricane, wildfire, winter-weather or other location-specific risks; obtain appropriate professional insurance guidance.

NEIGHBORHOOD FIT

Daily commute, hospitals, recreation, access to family, airport proximity, noise, services and lifestyle.

CONTRACT PRACTICES

State-specific forms, earnest money, deadlines, disclosures, due diligence, inspections, appraisal and closing customs.

PROPERTY CONDITION

Appropriate inspections for roof, foundation, drainage, HVAC, moisture, pests and any location-specific systems.

HOA / CONDOMINIUM

Rules, reserves, insurance, assessment history, litigation, maintenance obligations and financing requirements.

FINANCING / REPRESENTATION

Work with a lender on actual loan terms; read and negotiate the destination REALTOR®'s written buyer agreement as applicable.

EXIT / RESALE

Understand the likely buyer pool, maintenance burden and future marketability - not just what looks appealing today.

Your destination REALTOR® provides local representation; specialized questions go to the appropriate professionals.

Scottsdale to Florida: a connected plan.

An illustrative timeline showing how I organize introductions and Arizona milestones while the destination REALTOR®, lender and closing teams handle their local roles.

1

10-12 WEEKS BEFORE MOVE

I learn your Florida preferences, prepare Arizona timing options, and identify local REALTOR® candidates to research. Your lender checks how proceeds affect financing.

2

8-10 WEEKS

I review Arizona pricing and preparation, screen and interview Florida REALTORS®, present a shortlist, then arrange introductory calls for your approval.

3

6-8 WEEKS

I launch and market the Arizona listing. I brief your selected Florida REALTOR® and coordinate a search plan matched to your moving timetable.

4

4-6 WEEKS

I evaluate Arizona offers with you and send approved timing updates. Your Florida REALTOR® analyzes homes and local contingencies with the lender.

5

2-4 WEEKS

I maintain a cross-state milestone schedule, follow up on Arizona events and coordinate prompt updates when either team identifies changes.

6

CLOSING AND MOVE

I confirm the Arizona closing status with escrow, coordinate the latest information with the destination team, and review possession and backup timing with you.

The benefit is a shared picture of your move, not a guarantee of a specific price, closing date, financing approval, or property outcome.



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When something changes, everyone should know.

I establish a communication rhythm between the teams and follow up when a key milestone shifts, so you are not chasing everyone for updates.

01 **Arizona inspection creates a repair request**

I explain the Arizona issue and its deadline, discuss options with you, and notify the destination REALTOR® if timing or proceeds could change.

02 **A buyer asks to extend Arizona closing**

I assess the Arizona extension and alert the destination team. The local REALTOR® evaluates purchase options and the lender checks funding dates.

03 **Your Florida target home has an insurance concern**

The destination REALTOR® and insurance specialists investigate local facts. I help assess whether your Arizona marketing or closing dates should change.

04 **A purchase appraisal or financing milestone slips**

The lender and destination team manage purchase financing. I keep Arizona dates visible and help you understand any linked timing consequences.

05 **One transaction closes but the other does not**

I convene the appropriate parties to review occupancy, storage, moving logistics, funds and backup options; local professionals handle their agreements.

Simple communication plan: I set weekly status updates, initiate immediate outreach when milestones change, and maintain a shared timeline using confirmed information from both teams.



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A clear division of responsibilities.

I lead the research, introductions and cross-state coordination. Each REALTOR® handles licensed representation in their own jurisdiction, and you retain control of major decisions.

TASK	DAN / ARIZONA	DESTINATION REALTOR®	YOU / OTHER PROS
Arizona valuation and listing	Lead preparation, pricing and listing marketing.	Receive timing updates as needed.	Review strategy; approve decisions.
Destination search	Research and screen REALTORS®; make introductions and provide an approved brief.	Lead neighborhood research, showings and offers.	Approve home choices and key terms.
Purchase representation	Interview and compare local REALTOR® candidates; arrange meetings.	Represent buyer under written agreement and local law.	Make final selection; review agreement.
Mortgage / funding	Share confirmed Arizona closing status.	Coordinate local purchase deadlines.	Lender verifies funding and qualifications.
Contract deadlines	Manage Arizona milestones; request and share confirmed timing updates.	Manage destination contract milestones.	Approve decisions; consult advisers.
Moving logistics	Share anticipated Arizona possession date.	Confirm new-home possession details.	Arrange movers, travel and utilities.

LOCAL REPRESENTATION, LENDING, AND LEGAL ADVICE STAY WITH THE APPROPRIATE PROFESSIONALS.



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What matters most in your next chapter?

This is a conversation aid, not homework. I will walk through it with you, capture the priorities, and turn them into a relocation plan.

My destination city / state: _____

My ideal move date: _____

My flexibility if dates change: _____

WHAT IS DRIVING THIS MOVE?

- ☐ Family or friends
- ☐ Work or career
- ☐ Retirement or lifestyle
- ☐ Weather or recreation
- ☐ Other / exploring

MY NEXT HOME: MUST-HAVES

- ☐ Single-level living
- ☐ Guest space
- ☐ Outdoor space
- ☐ Low maintenance
- ☐ Pet friendly
- ☐ Short commute
- ☐ Water / mountain access
- ☐ Manageable HOA
- ☐ Other: _____

HOW SHOULD MY REALTORS® COMMUNICATE?

- ☐ Phone calls
- ☐ Email summaries
- ☐ Text messages
- ☐ Weekly status updates
- ☐ Urgent issues: call me

Three things I do not want to compromise:

_____

_____

_____



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Ready for the next conversation.

You do not need to research REALTORS® or build a moving plan on your own. I will organize the search, introductions and key milestones.

BEFORE WE LIST IN ARIZONA

- [ ] Discuss a likely selling range and proceeds
- [ ] Identify needed repairs and preparation
- [ ] Choose a launch and showing plan
- [ ] Discuss closing and occupancy flexibility

BEFORE WE TOUR IN THE NEXT STATE

- [ ] Agree on priorities and target locations
- [ ] Meet REALTORS® I have screened and introduced
- [ ] Discuss local costs, insurance and HOA risks
- [ ] Review buyer agreement and lender readiness

BEFORE EITHER CLOSING

- [ ] Confirm contract and financing deadlines
- [ ] Compare closing dates and fund timing
- [ ] Confirm movers, travel and possession
- [ ] Prepare a backup plan for delays

WHAT I WILL ASK YOU FIRST

Tell me the area you are considering and your ideal timeframe. I will research destination REALTORS®, identify suitable candidates, arrange introductions, and coordinate the Arizona sale with your next purchase.

LET'S TALK ABOUT YOUR MOVE →

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Good to know: I do the research, screening, introductions and cross-state coordination; your selected REALTOR® provides local representation. You make the final hiring decision and negotiate services and compensation. Any referral arrangement, if applicable, is handled through the appropriate licensed brokerages and disclosed as required. No guaranteed results or synchronized closing dates.



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