

THE LEGACY METHOD



*A Guide to help empty nesters transition
to their ideal new home and lifestyle*



LUXURY

*You remember getting the **keys** to your home and all the **excitement** you felt.*

It was the home of your dreams and you finally had all the room you needed for your family. You couldn't imagine living anywhere else. Things were great, until they weren't. Life has changed a lot since then.



Every day when you wake up in your house, it feels like something is off. The kids' rooms sit empty most of the time now that they're grown and out on their own. That craft room you made still has some supplies in it, but you can't remember the last time you actually sat down to make something. It's like you're living in a time capsule of an old life, surrounded by spaces that no longer fit who you are and how you want to spend your time. You find yourself wondering more and more - is this really the right place for this phase of life?

When you look around your neighborhood, not much has changed in the last decade. But your life sure has. The kids are gone, you have different interests and priorities now, but everything around you still looks the same as it did when you first moved in. Sometimes it feels hard to really embrace this exciting next chapter when you're still living in the house where you raised a family. A change of environment could be so energizing and help kickstart all the big plans and dreams you have for the years ahead. Lately, a fresh start in a new setting sounds more and more appealing.

Not only that, the leaky faucet is dripping again and the kitchen cabinets never seem to fully close anymore. Little things are starting to pile up around the house, but the thought of tackling repairs and updates feels overwhelming, especially when this home already doesn't quite fit your needs. Wouldn't it be nice to have a place with more modern features and finishes, that's easier to maintain so you can focus your time and energy on the things you really want to be doing? An updated home in a great location - that would make daily life so much more convenient and enjoyable as you pivot into this new phase.



Walking around this big house every day, it's easy to feel a bit lost. It's like you're surrounded by memories of the past, but the present is calling for something different. Wasn't this supposed to be an exciting time? A chance to enjoy old hobbies and try new things? Instead, you wonder what to do with all this extra space, this home that once felt so full of life but now feels kind of empty.

Remember when block parties were the best part of summer? When you knew every family on the street? But as time passed, the neighborhood seemed to change - or maybe it was you. Kids grew up and moved away, new people came and went, and somehow that close community feeling faded. Your daily walks feel more like a trip through old memories than an exciting part of your present life. And the things that used to be so convenient nearby just aren't as interesting or useful now.



It's not just about a house that's too big - it's a daily reminder that your life has changed, but your home hasn't caught up yet. You're starting a new chapter, full of possibilities and potential, but it's hard to write that story when you're still living in the place that was part of your old one.



You've grown and changed over the years, and you're ready for your surroundings to show that growth. Staying in the same neighborhood, the same place that's so strongly tied to your past roles and routines, can make it harder to embrace the person you're becoming and the life you want to lead. A new place could open up a world of possibilities - new hobbies to explore, new friends to make, new adventures to have. It's not about leaving the past behind, but choosing a place that will help you grow and expand your world.



Your home should be a place that makes you feel good, a place that makes daily life easier, not a source of constant frustration and tiredness. But the time, money, and energy needed to update and maintain an aging house can feel like a black hole, sucking away resources you'd rather spend on your passions, your relationships, your new life chapter.



What If nothing changes...



Every day you stay in this house that no longer fits, the more worried you become about ever finding the right place. What if nothing out there checks all the boxes for this next phase of life? You've seen friends go through the moving process and end up with homes that still don't quite work. The idea of putting in all that effort, only to feel just as stuck and frustrated...it's nerve-racking. You know you need a change, but the stakes feel so high to get it right. It's kept you up at night, scrolling through endless listings, wondering if the perfect place is out there. The anxiety builds with each passing month, making it hard to even enjoy the last days in your current home.

Sure, you know moving is the right call. But whenever you think about actually doing it, the logistics start to feel crushing. How will you possibly sort through decades worth of stuff? What if you can't find the right movers or something gets damaged in transit? And don't even get you started on the paperwork - mortgages, contracts, title transfers. It's enough to make your head spin. The doubts creep in, leaving you feeling paralyzed.

The **truth** is you need someone
to **guide** you.

That's why I designed a 5 step process to help people just like you... The Legacy Method is a guided, stress-free approach designed to help you thoughtfully transition from your family home to a space that better fits your next chapter. I'll walk you through every step—from downsizing to finding your ideal home—so you can focus on what matters most: creating a lifestyle you love.



Here's how my **Legacy Method** works:

STEP ONE

Next Chapter Consultation

Let's start by sitting down to discuss your upcoming move. We'll do an exercise to clarify what you're looking for in your new home.

We'll determine the value of your current home, and then figure out your budget for the next one. If you're moving out of state, I can recommend people to help you find the right location.

I know it can be tough to leave the family home, so we'll discuss what you need help with and what you can handle on your own. I'm here to support you and suggest professionals who can assist with tasks like packing your kids' special items or hosting a sale to get rid of unwanted things.

If you haven't sold a home in a while, don't worry. I'll guide you through the process and explain any changes that have taken place. To get you started, I can provide moving boxes and connect you with companies that specialize in packing and sorting.

By the end of this step, you'll feel prepared and have a plan in place for a smooth move.



STEP TWO

Home Prep, Pictures, and Pricing

Now that we have a clear plan in place, it's time to get your home ready for its close-up! We'll work together to declutter and stage your home to make it look its best. If years of collected things are making you feel overwhelmed, it's okay. I have a reliable team of referral partners. They can assist with repairs, decluttering, and cleaning. We'll take it one step at a time.

Once your home is looking its best, we'll bring in our professional photographer to capture your home's beauty. They'll capture photos during the day and at twilight. They'll also use a drone to take shots of your home and neighborhood. We'll also create a 3D walkthrough of your home and a detailed floor plan. We will use these materials to promote your home on social media and other platforms. This will help attract potential buyers.

Pricing your home correctly is crucial to getting the best price. I will use my market knowledge and proven strategies. This way, your home will be priced competitively. By the end of this step, your home will be ready to shine and attract the right buyers.

I understand this process can feel overwhelming and emotional. My team and I are here to guide and support you every step of the way. You can trust that everything that needs to be done will be taken care of, allowing you to focus on your next chapter.





STEP THREE

Marketing & Offers

It's time to put your home in the spotlight! We have a strategic marketing plan to sell your home fast. This could mean running a "coming soon" campaign. It's a way to build excitement and quickly attract buyers.

We will showcase your home on the MLS and create a special guide. This guide will point out upgrades and great features to share with potential buyers. Once your listing is live, we'll set up showings until the right offer comes in.

I know this part can feel a bit hectic, trying to keep a tidy home while juggling life. Don't worry, I've got plenty of tricks to help you get through it. If there are times when showings won't work, just let me know and we'll plan around it.

To help you feel ready, we'll go over the offer process ahead of time. This way, you'll know what to expect and understand your choices when offers come in. By being in the know, we can reduce stress and avoid surprises.

By the end of this step, your home will be marketed well to potential buyers. And we'll work together on offers to find the one that's right for you.

STEP FOUR

House Hunting

Now that your current home is under contract, it's time to find your next dream home! I'll guide you through the process to find the perfect fit.

We'll revisit your vision exercise to get a clear focus on what you're looking for. Whether you want a larger home for future grandkids, an active adult community with amenities, or a low-maintenance condo for a lock-and-leave lifestyle, I'll help you explore your options.

Looking at different homes and lifestyles can help clarify things for you. It helps you figure out your future and what to do next. I'll be patient and give you the space you need to make the right decision. It's all part of the process, and I'll support you every step of the way.

If you're moving to a different city or state, don't worry! I have a strong network of top Realtors across the country. I'll connect you with a great professional to help you find your new home.

By the end of this step, you'll find a home that fits your vision and needs perfectly. I'll be with you every step of the way in buying your home, ensuring a smooth and stress-free transition.



STEP FIVE

Cheers to New Beginnings!

We're almost there! It's time to finalize everything and make sure your transition to your new home and lifestyle goes smoothly.

I'll take care of all the behind-the-scenes work, including paperwork and loose ends. I'll coordinate with the title company and mortgage broker, and provide reminders and checklists to ensure nothing is missed. Your peace of mind is my top priority.

Moving can be overwhelming, but I'm here to help. Need help with utilities? I offer a concierge service to handle the transfers. Looking for reliable movers, painters, or flooring companies? I have a network of trusted professionals ready to assist you. I can also connect you with local businesses and services to help you settle into your new community.

Once you're settled, I'll stay in touch. Whether you need a recommendation for an estate planning attorney or just want to catch up over coffee, I'm always here for you.

Now, it's time to celebrate your new beginning and the exciting journey ahead! I'm honored to have been part of your story and look forward to seeing what the future holds for you.



Your new life is just around the corner! Can you picture it?

You wake up every morning feeling happy and relaxed in your new home. The living room is bright and sunny - the perfect place to sit in your favorite chair and read a book while sipping your coffee. When friends come over for dinner, everyone hangs out around the big kitchen island, laughing and sharing stories. The open layout makes it super easy to have people over. And now you finally have a special room just for your hobbies, so you don't have to stuff all your supplies in a closet anymore. Everything has its own spot, and the new, modern finishes mean you spend less time cleaning and fixing things. You feel calm and content, knowing your home fits your lifestyle perfectly.

The holidays are almost here and you're so excited for your kids to come visit. Your new home has tons of room for the whole family. The guest bedrooms are all ready, waiting for your grown-up kids and their partners to arrive. You can already picture future grandkids playing in the big backyard or everyone sitting around the huge dining room table. No more worrying about where people will sleep or squeezing in extra chairs. The house feels cozy and welcoming, with plenty of space for your family to relax and spend time together. You know your kids will always have a home base to come back to, no matter what. That feeling of family togetherness is so important to you.



Testimonials



I cannot speak highly enough about Jennifer Keene and the exceptional service she provided throughout the entire home buying process. From the moment we first met, it was evident that she was deeply knowledgeable about the local market and genuinely invested in helping us find the perfect home.

Jennifer took the time to truly understand our needs and preferences, guiding us through each step with patience and expertise. She was always available to answer our questions and address any concerns, making us feel supported and confident in our decisions.

What truly sets Jennifer apart is her unwavering commitment to her clients. She went above and beyond to ensure that we found a home that not only met our criteria but exceeded our expectations. Her attention to detail and negotiation skills were instrumental in securing the best possible deal for us. Thanks to Jennifer, we are now happily settled in our dream home, and we couldn't have done it without her. If you're in need of a dedicated and reliable realtor who truly cares about their clients, look no further than Jennifer. She is simply the best in the business. - **J. Cheng**



Jennifer is the best realtor we have ever worked with. She goes above and beyond for her clients on both the buying and selling ends. She is incredibly attentive, patient, understanding, and kind. Jennifer will be honest and prioritize what is best for clients even if that means making professional sacrifices. My family and I won't trust anyone else with our future home selling and buying needs. - **R. Hoogasian**



I was fortunate enough to work with Jennifer on the purchase and sell of the house! She is very knowledgeable of the market and her professionalism was nothing short of amazing! Her dedication and drive was exactly what I expected and received. Job well done! - **D. Crowley**



We had a great experience working with Jennifer Keene in the purchase of our new home in Scottsdale. We are new to the area. Coming from Minnesota we did not know a lot about buying a house in Arizona and she made the whole process easy and efficient. Besides her knowledge of real estate, she was very personable and easy to work with. Finding our first house here in Arizona was a great experience. It was such a great experience that when another house came on the market three years later in an area we were interested in, she immediately jumped on it for us and helped us secure that house. Within a week of listing our old house she had that house sold. We would highly recommend Jennifer to handle all of your real estate needs. - **L. Embretson**



Jen is amazing to work with from the beginning of the sale of our home to after closing of our new home. This is our fifth transaction with Jenn and we wouldn't use anyone else. She is very knowledgeable and always has your best interest mind. She is very professional, honest, and hard working. She keeps you updated the whole process. I would highly recommend Jen for any real estate transaction. - **R. Cruzan**

My Story

Hi, I'm Jennifer Keene, I grew up in Calgary, and every summer, we'd pack up and head to our cozy cabin at Lake Surprise in Silver Islet. Those were the best days—swimming, windsurfing, and biking absolutely everywhere. It felt like the world was wide open, and adventure was always just around the corner.

Growing up I loved animals and for or a while, I thought I'd be a vet so I could help them — until I realized I'm not great with blood. So much for that! But one thing never changed: I've always loved helping people. Life shifted when I earned a badminton scholarship and moved to Tempe, AZ for college. It was exciting and terrifying—new country, no safety net, and not a single familiar face. But I jumped in with both feet. After graduating, I knew I wanted to stay in the U.S., but the visa and green card process was tough. Roadblock after roadblock—but I never gave up.

Real estate wasn't something I planned—it found me . I started part-time, drawn to the mix of home design, strategy, and most importantly, helping people. And once I got a taste of it, there was no turning back.

I get it—moving is stressful. I've been there! Like the time we thought moving a few blocks would be no big deal —spoiler alert: it was. That experience (and so many others) taught me the kind of insight and empathy I now bring to every client.

If you're ready for your next chapter,
book a call today and let
The Legacy Method
simplify your move.

[CLICK HERE](#)



LUXURY

"The most meaningful homes aren't just found — they're felt.
A place becomes yours the moment it feels like it always was."




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