



GIOVANNA CAVARRA
REAL ESTATE

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THE *Live in Abundance Method*

Guide to downsizing to
your dream home.

GIOVANNABUYAHOME.COM



WHEN YOU BOUGHT YOUR HOUSE, YOUR FAMILY NEEDED SPACE TO GROW..

You made changes to the house to make room for that. Also, room for their stuff and their friends. It was a fun time and you created a lot of memories.

Now, your children have grown and have their own place. You have a basement full of their things that they don't seem to need anymore. You can't bring yourself to get rid of the junk. What if they need it later and ask for it?

You finished the basement apartment to help them to save for a down payment. Now, they're able to buy a place of their own and you're proud of them.

The finished basement is even more space that isn't needed at this stage of your life. It reminds you of how much you love your children and put them first. It reminds you that life is short.

You're ready for something different.





YOU REGULARLY REVIEW THE EXTRA TAXES YOU'RE PAYING FOR THE BATHROOMS AND BEDROOMS THAT YOU DON'T NEED.

Money that could be enjoyed. Money that would be better used than paying to maintain your large house. You are still making compromises and putting yourself on the back burner.

You don't spend much time together because your spouse watches TV in one room and you in another. You find you would rather go out. You don't want to be around the mess that you see around you. Endless fighting over cleaning up. Feeling that you do more and have little help. This is not the peace you wanted at this stage.

What was once the house of your dreams has now become the cause of your unhappiness.

Empty bedrooms are filling up with stuff too. You've found that space attracts more stuff. All this wasted space and the need to organize things better. You don't even want to think about the mess in the extra garage.



You love to entertain, but you're embarrassed in your current place. You feel that the house is never up to your standard of cleanliness. The roof looks rough. Heating the house, snow clearing and grass cutting is costly. So you worry about paying for it.

You want your home to look a certain way and it bothers you that you can never get it to look like you imagine it should. So, you arrange to eat out. You avoid bringing people to see your home.

You've tried reading books. On retirement and saving taxes and how to organize and how to simplify. You've tried yoga, meditating, and listening to mellow music. More road trips on the weekends.

Anything to help you relax.

No matter what you do, peaceful feelings don't last long. When you go home, the same feelings are staring you in the face.

**CHANGING YOUR ENVIRONMENT
WILL CHANGE YOUR LIFE. DEEP
DOWN YOU WANT A CHANGE!**





The truth is that there is nothing wrong with you. Everyone wants what you want for yourself and your mate. It's not selfish to want something better. You aren't ungrateful for what you have.

YOUR LIFESTYLE CHANGED OVER TIME. YOUR HOUSE DIDN'T.

You fear that your health may change and you have friends that have had hardships lately. You want to feel like great parents. Parents that continue to be independent. You want to provide your kids the peace of mind that you're doing well. Having money to pay for your future care is part of this.

Think of the cost of long-term care when you need it. The reality of aging, getting sick or having mobility issues is important to deal with. Or your children would have to arrange everything. You'd want to choose for yourself. You want to make sure it's a loving and supportive environment in the long term.

Everything has led you to the truth. The home you once thought was perfect is no longer that to you. Each day you look around and do what you can, but it's never enough.

This is why I created...

The Live In Abundance Method

This is our proven systematic process. Targeting every single task in the buying and selling journey. It is designed for your needs. It is a system that is personalized for real-life scenarios.



STEP ONE. IMAGINING WHAT LIFE COULD BE:

It's hard to get started to make a change even when it's something you know you want more than anything. There are so many questions that keep you from moving forward.

At this stage you know what you might want but haven't said it out loud yet. Is it a quiet place out of the city? A smaller home right in the city? You only have one life and at this stage when the kids are doing well on their own it's time to plan the next stage. It's better to make a positive change 5 months early rather than 5 min too late!

We'll tour your home together. This way you can vent to me what annoys you about it. Also, I want to know what you love. We need to get clear on what you want and what would be great but not a game-changer. This understanding early on is so important for us to see what your future can look like.

THEN I'LL BE YOUR GUIDE TO A
smooth move forward.





STEP TWO. THE SEARCH:

Next, I'll find a list of 10 properties based on your wants for your future home, and then you rank them and we visit the top 5. You may still not be sure what you want, but viewing a couple of properties will help.

When you go into a house there will be a feeling that isn't found from looking at photos.

If we find one you like, we put in an offer. Toronto Real Estate is fast-moving and

YOUR HOUSE WILL SELL QUICKLY.

Buying first makes sense. Unless you need more financing. Then we need to find out how much more you will be able to get. And then sell first.



STEP THREE. PREP AND SELL:

Your home was awesome for your past life. Now, it needs to appeal to many buyers. This is how to get the most money for it.

You won't want to be fixing a bunch of stuff so let me take care of it. I have a team of stagers, painters, cleaners, that come in and do all the work. Be open to my suggestions and they will carry out what needs to get done and make it showing-ready.

Once she's looking great, it's time to get photos and video done and I prepare the marketing. These steps will

GET IT SOLD FAST AND FOR MORE MONEY!

I want this outcome for you and I'll do everything to make it happen.





STEP FOUR. TIME TO SHINE:

Now that it's time for the big reveal and to get lots of showings. Most buyers will be searching online. Scrolling through tons of listing photos and

your home will shine with all its best features.

I USE THE LATEST IN ONLINE
AND SOCIAL MEDIA ADS TO
GET YOUR HOME SEEN BY THE
RIGHT PEOPLE.

I'll host an offer night that we decide upon. Adjust showing times to work with your schedule

Many buyers will want to make an offer. With the competition, we're sure to get the highest and best offer. I'll present each offer to you and help you to decide which works best for you.



STEP FIVE. HORIZON APPEARS:

Meanwhile, we'll have found a home that will fit your new life and an offer made.

Accepted offer with Conditions and Inspections met. We can move onto the next step. This is an often overlooked part of the entire process.

It is the time that you and I diverge and do different things. Your focus is on moving boxes and forwarding your mail. Mine is focusing on all the paperwork and moving parts. If they are not done correctly and if phone calls aren't followed up with, your home may not close in time. All this work we've done can go from being a dream to becoming a disaster.

That's why this step is important. There are agents that don't pay attention to the follow-up. They will move onto the next deal. All potential issues dealt with and your new home closes on schedule.

CONGRATULATIONS! I'LL BRING THE WINE AND WE CAN CELEBRATE IN YOUR NEW HOME!

I will continue to keep in touch throughout this process and beyond.





Imagine a home life you don't need a vacation from. You have enough money that will last for the rest of your life. That allows for travel. A feeling that you can afford to eat out and buy something nice for yourself. Also, to be able to be generous at times. There are shops close by for food. You eat well and have time to try new things. There's a community center nearby. You can walk more and your health is improving.

FOR THE HOUSE TO BE CLEAN AND ORGANIZED

You don't know how you lived without all this smart storage before. Everything finally has a place. You can now complete your daily cleaning. That sense of completion goes a long way. You have just what you need. Clutter is no longer hanging over your head all the time. You no longer feel guilty when you take time to relax.

A HOME THE RIGHT SIZE AND ARRANGED FOR US AT THIS STAGE OF OUR LIVES.

Your neighborhood is quiet but still accessible to Toronto. More nature nearby but activities still available to you. You're excited to find new interests and hobbies. There's plenty of space in the house to have friends and family stay over, at times. And entertaining them in your home is easy. A wine fridge, a humidor. Great gas stove and hooked up BBQ.

These are happy times.



A FEW KIND WORDS FROM SOME OF MY CLIENTS.

Our agent, Giovanna Cavarra, helped us sell our house through some of the worst weather we have experienced in years. She was very professional in her approach and kept our interests in the forefront. She has also been extremely helpful in the post sale process helping us downsize in preparation for our move out of the city.

Phil Thomas ★★★★★

The process for finding a home in a great area and at a good price was achieved only with the help of Joanna (Giovanna Cavarra). She went beyond herself to find a suitable house for us and for this I am truly thankful. I would highly recommend her services to anybody...

Robin Cairns ★★★★★

Giovanna (Joanne) Cavarra, blessed with a most affable manner. Possesses the negotiating skills of a shrewd attorney. She conducted herself with the same devotion as though I was a family member. Her people skills and business acumen helped a lot. She guided me in the real estate market of 2021. Giovanna was able to shield me from the ravages of a bidding war. She was patient. Paid attention to my preferences. I was able to buy the home I wanted in the locale I wanted at a reasonable price. I wouldn't hesitate to engage Joanne as my realtor if purchasing another home...

Walter C. ★★★★★

We used Giovanna to sell our house in Oshawa. She is an experienced realtor that listens to her clients. She was very patient while we took the time needed to declutter our house. She was very responsive. Very respectful of my mother's needs. An elderly woman who lives with us and has limited mobility. Giovanna always took our calls and responded to texts **quickly**. I never felt overwhelmed. Our house sold in 10

Lisa Taylor ★★★★★

Giovanna, We all enjoyed working with you. You understood our needs and took us to see appropriate houses. One thing I would suggest, Giovanna, is that you caution clients that with everyone working from home, the banks are slower than usual...

Diane Martello ★★★★★

IF YOU WANT TO TAKE THE NEXT STEP,

book a strategy call with me!

TO SEE IF I CAN HELP YOU GET INTO YOUR FIRST HOME.

Click here to book your 15 min call or chat with me in Facebook Messenger!





Giovanna Cavarra

ABOUT ME

I never planned on being a Realtor. I had every intention of continuing my career as a Salon Owner and had happy clients and employees. And then a health issue made me reevaluate my life. I found that at 50 years old my future had to take a new course or I'd have to retire. Not working is not what I wanted my future to be.

I'd invested in Real Estate in the past. Loved it! Made money from it! Decided to follow a close friend still selling into her 80s as a Realtor. The road would be long. The stacks of books to read and then exams to pass seemed like a huge mountain to cross. Was it too late to learn something new? I took the first step forward and decided to do my best. One step at a time. A year later, I got the news that I didn't have Lupus but inflammation of an unknown origin. What did this mean? Well. I'd believed I had a terrible illness for almost a year. I'd changed my life to accommodate the treatment and now I was happy I had not retired.

My friends didn't approve. They couldn't understand why I wasn't retiring. They thought I was too old to go back to school. My heart broke. These were people I'd loved and trusted. I felt pressured to stay in my place and not move forward. I asked my family what they thought and I got encouragement. They became my cheerleaders and I often went back to them when I got stuck. My experience in sales and customer service in my previous business has shaped me.



Real Estate is my passion because of my clients.

My skill set and experience made my transition as a realtor an easy one. I'll listen to understand and advocate for my client.

MY PROMISE IS TO HELP YOU WITH A GREATER POSSIBILITY FOR THE FUTURE. IT SHOULD BE THE BEST DECISION YOU MAKE AND I COMMIT TO MAKE IT HAPPEN.