

NEXTMOVE[®]

DELAWARE VALLEY
Serving Delaware, Pennsylvania, and Maryland

SELLING YOUR HOME

kw WILMINGTON
KELLERWILLIAMS[®]

*"MAKE YOUR NEXT MOVE,
YOUR BEST MOVE"*

Jim Arcidiacono

Realtor/Team Leader

Cell /Text: (302) 983-4640

jim@nextmovedelval.com



VISIT MY WEBSITE



@NEXTMOVEJIM

kw | sports +
entertainment[™]



Jim Arcidiacono is the proud father of two daughters, a devoted husband, loves coaching softball, a lifelong sports and music fan, and has over 20 years in the customer service industry.

The secret of Jim's success is his firsthand knowledge of his clients' specific situations. One of his favorite things about his job is the real bonds that form between him and the people he works for. After all, his goal is to become all of his clients' realtor for life.

Jim considers himself lucky to be a member of the Keller-Williams Sports and Entertainment Real Estate division and was recently named their Regional Ambassador. Working in this exclusive sector of real estate combines his passion for Philadelphia Sports teams (Go Eagles! Go Phillies!) with his passion for giving his local and celebrity clients the tailor-made service they deserve for their specific home-buying needs.

Named Keller-Williams' "Rookie of the Year" in 2019, Jim's accolades and accomplishments continue to grow. Not only is he licensed in 3 states, Pennsylvania, Delaware, and Maryland, but he was named a Top 20% Agent and Member of the Agent Leadership Council in 2021 and 2022. Jim has been named Best of Delaware 2 years running (2021 & 2022) Of course, none of these accolades mean anything to Jim without the clients he helps and the lives he changes by finding his clients their dream homes.

Jim's tireless work ethic and attention to detail provides all of his clients with the individualized experience needed to sell your home for top dollar, or simply to find your dream home.

No matter what your goals are, Jim is here for you, and looks forward to helping you achieve all of your real estate dreams together.



@nextmovejim





Keller Williams Realty is the world's largest real estate franchise by agent count with more than 1,100 offices and 200,000 associates (and growing). For the first time ever, a real estate company of this scale has placed an emphasis on and devoted resources to serving an upper echelon of clientele: the sports and entertainment industry.

With the backing of a real estate industry titan like Keller Williams and the combined resources, experience, and connections of over 1,000 hyperlocal agents, KWSE guarantees consistent white-glove service in any market or location.



Representation of a dynamic real estate portfolio requires discretion and specific expertise. I am constantly evolving through masterminds with fellow KWSE Agents and building consistent best practices.

I maintain a reputation as an individual force among my peers and add value as an influential member of the community through my hyperlocal expertise and resources. I abide by the KWSE Agent philosophy: be service-driven and set high standards as the expectation.

NEXT MOVE IS A PREMIER NETWORK OF VETTED REAL ESTATE PROFESSIONALS WHO SPECIALIZE IN RELOCATION AND PRIORITIZE DILIGENT, TOP-TIER SERVICE.

Forbes

The Washington Post

WASHINGTONIAN

realtor.com

WASHINGTON BUSINESS JOURNAL

NEXTMOVE

The Next Move Network® is a powerful collaborative of licensed luxury REALTORS® who collectively manage the full lifecycle of the unique real estate of the private client. Each affiliate draws on the Network's wealth of hyperlocal real estate expertise, branding, education, and referral opportunities connected throughout 100+ domestic and international markets. Whether in need of a lease, multi-unit investment, or primary residential sale, Next Move Network® clients are guaranteed to experience an unmatched quality of customer service within the real estate industry.

Through a culture of collaboration and performance, the Next Move Network® strives to leverage the power of our sphere of influence to deliver up to date market knowledge and local resources advising our clients to buy, sell, rent, and invest wisely in real estate. When you choose to work with Next Move Network®, you also have access to our extensive vendor partners to coordinate packing and moving, contractor maintenance and repairs, furniture rental and staging, and many other niche concierge services.

I look forward to connecting with you!



OUR NETWORK SPECIALIZES IN:

- PRIMARY RESIDENCES (LISTING AND BUYING)
- SECONDARY RESIDENCES (VACATION, PIED-À-TERRÉ)
- INVESTMENT RESIDENCES (AIRBNB AND INCOME-PRODUCING)
- COMMERCIAL AND MULTI-FAMILY
- LAND

"A white glove approach to service"

NEXTMOVE[®] ★ MILITARY

Next Move Military is a nationally-recognized network of vetted and qualified licensed REALTORS[®].



WE SERVE THOSE WHO HAVE SERVED US!

"Our goal is to ensure every service member that wants to buy or sell a home is supported by agents who understand the unique circumstances and processes military clientele encounter."

- Clinton Jordan | Director, Next Move Military

With vetted agents around the country, Next Move Military will be able to connect you with an experienced, military-affiliated REALTOR[®] for your next real estate transaction. These agents will walk you through every step of selling or purchasing your home, while connecting you with the best lenders, inspectors, and other real estate professionals.

————— **NEXTMOVE ★ MILITARY** MEMBERS ARE EXPERTS IN: —————

★ REAL ESTATE: BUY / SELL



Next Move Military is a powerful team of highly experienced and vetted, military focused, real estate professionals who work together on a local and national level to protect and help our Veterans.

★ PCS / RELOCATION



Next Move Military Realtors are experts in the relocation process. They know the struggles, stressors, timelines of a PCS, and specialize in how to navigate every angle of the relocation process.

★ VA FINANCING



Next Move Military Realtors have a wealth of information about the VA loan process. Our team works directly with Lenders that specialize in VA loans. The team you have working for you always matters!

Communal collaboration has always been vital to Next Move Military's core values in ensuring accountability, quality assurance, and daily correspondence to oversee complex coordination of cross-country relocations and real estate portfolios.



MARKETING & SYNDICATION

I CAN MAKE YOUR LISTING STAND OUT!

Next Move is unique because we have our own marketing executive and a full suite of online marketing tools to help your house stand out. All of these resources are geared towards attracting more buyers to your home. I can do all of the following, and more, to get your home sold:



HIGH-QUALITY PROFESSIONAL PHOTOGRAPHY I have access to professional photographers, who will help display your home in the best light. Homes with more photos sell faster, as reported by RIS Media.



VIRTUAL SLIDESHOWS & 3D TOURS Multiple pictures and 3D tours are important features that online home buyers seek. The better they can see your home, the more likely they will set up a showing.



INTRA-OFFICE MARKETING We market your home to our network of Keller Williams agents via several internal channels. This can be a powerful method of reaching potential buyers.



INTELLIGENT MLS ENTRY By strategically entering your listing into the local MLS, we are more likely to reach potential buyers. Setting the correct price will also be important.



A KELLER WILLIAMS WEBSITE FEATURE Over 90% of consumers begin their home search on the internet. As a Keller Williams agent, my listings are added to kellerwilliams.com, as well as our Luxury website if your home qualifies, where they reach a broad audience.



SYNDICATION TO OTHER REAL ESTATE SITES We have the option of syndicating your listing to Zillow, Realtor.com, IDX member websites, and others. We cannot guarantee that third-party sites will always display your listing, but we do all we can to update and expand our network.



CUSTOM LISTING WEBSITES Keller Williams agents have the ability to create a custom mobile-friendly website detailing your home's features, neighborhood, location, and more.



SOCIAL MEDIA MARKETING We have the option to share your listing on social media using an eFlyer. This will help increase engagement even further as people like and share the image on their pages.



PRINT & MAIL-OUT MARKETING Our in-house marketing team can create listing flyers, postcards, door hangers, and more to advertise your listing. We can even target your neighborhood!



PROFESSIONAL SIGNAGE Keller Williams is always updating our branding to ensure it carries weight and respect in the real estate community and beyond. My signs will help your home stand out!



AGGRESSIVE FOLLOW-UP I will aggressively follow up with and call ALL agents who schedule showings of your home. This will ensure we don't miss out on any potential offers.



PRICING YOUR HOME

WHAT AFFECTS THE VALUE OF YOUR HOME?



MARKET CONDITIONS

- Interest Rates
- National and Regional Economic Conditions
- Buyer Demand • Seasonal Demand
- Prices of Recently Sold Properties
- Availability of Competing Properties



SETTING UP A SEARCH

Staying informed on competing homes can help our marketing strategy. You need to be aware of other homes going on the market in your area and their pricing in order to help accurately price your home. One of the first things we will do is set up a search on the MLS for comparable homes or “comps”. If some homes are selling and others are not, we need to take a look at their list prices. Was their home priced too high? Does the home need upgrades? Was the other home simply a better fit for the buyer?

PHYSICAL FACTORS

- Location
- Home Size
- Lot Size
- Architecture
- Floor Plan
- Age
- Amenities





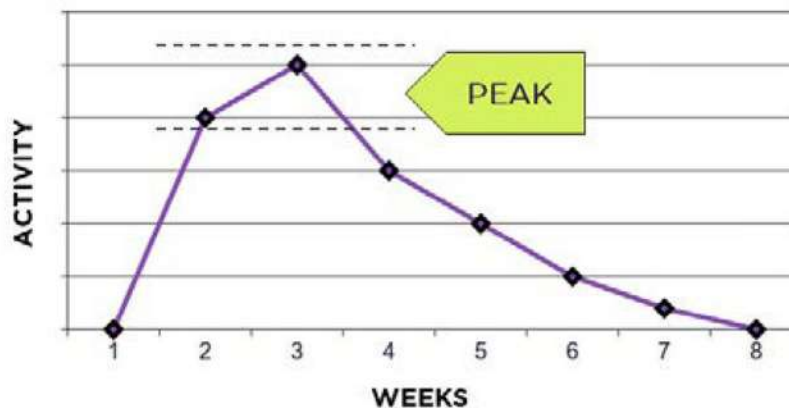
PRICING YOUR HOME

WHAT AFFECTS THE VALUE OF YOUR HOME?

THE EXCITEMENT OF A NEW LISTING

When a new home is listed for sale, interest will build quickly, peaking at about 2-3 weeks out. However, if your home is not priced right, it will stay on the market longer. If it is on the market too long, there is a good chance that inquiries and showings will start to slow down rapidly. When homes are on the market too long, it can seem as if there's something 'wrong' with your home and it may eventually sell below market value due to delays.

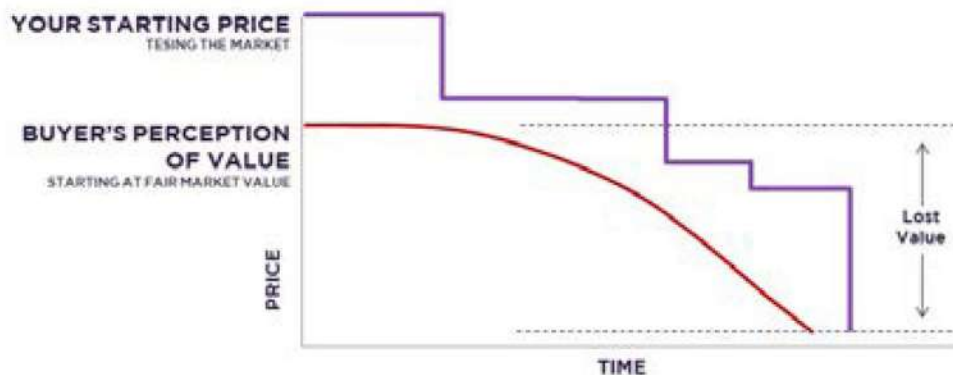
THE EXCITEMENT OF A "NEW ON MARKET" LISTING



THE PROBLEM WITH TESTING THE MARKET

A common mistake sellers make is pricing their home too high initially to "test the market." When a home is on the market for too long, buyers typically feel that they should pay less for a home. At that point, you may face the possibility of being forced to sell your home for less.

VALUE OF YOUR HOME VS. TESTING THE MARKET





FIXING UP YOUR HOME

GENERAL GUIDELINES TO CONTRIBUTORY VALUE

I am often asked which home upgrades add the most value to a home. Below is a chart that will give you a better idea of which upgrade projects are worth the time / money and how much of the total cost you can expect to recover once your home is sold.

FEATURE ADDED	ESTIMATED COST	% RECOVERABLE
Add a Full Bath: <ul style="list-style-type: none"> to a 1^{1/2} bath home to a 2 bath home 	\$5,000 – \$35,000	80% 50%
Add a Half Bath: <ul style="list-style-type: none"> to a 1^{1/2} bath home 	\$5,000 – \$15,000	60%
Add a 2 Car Attached Garage	\$27,000+	Up to 50%
Add a Fireplace	\$2,000 – \$7,000	Up to 75%
Finish a Basement	\$3,000 – \$11,000+	Up to 15%
Enclose a Porch	\$8,500 to \$25,000	50% – 60%
Install: <ul style="list-style-type: none"> Central Air Room Units 	\$3,500 – \$7,000+ \$2,000 – \$4,000	Up to 75% 0% – 50%
Repaint A House	\$1,000 – \$5,000	30% – 80%
Install New Exterior Siding	\$2,000 - \$16,000	Up to 75%
Landscape Installation (from scratch)	\$5,000 - \$25,000+	40% – 60%
Add a Pool	\$15,000 - \$30,000	0% up to 40%
Add a Patio	\$2,000 – \$5,000	35% – 60%

HOME PREP CHECKLIST*GET YOUR HOUSE READY FOR SALE***EXTERIOR**

- Remove cars from driveway
- Close all windows
- Sweep walkways
- Pick up leaves, sticks, branches
- Put toys & bicycles away
- Store seasonal decor
- Stow garden tools & supplies
- Remove all hoses
- Straighten and arrange deck furniture
- Clean pool area

KITCHEN

- Remove magnets from refrigerator door
- Store food in cabinets
- De-clutter counters & stove
- Stow small appliances
- Hide soaps & cleaning items
- Hide dish towels & sponges
- Clear sink of dishes
- Put away draining rack
- Organize items on open shelves
- Place bowl of fruit on counter

DINING ROOM

- Straighten dining chairs
- Add centerpiece candles
- Set the table for dinner
- Add a vase of flowers

MAIN AREAS

- Remove personal items & photos
- Remove all visible clutter
- Open shades/blinds
- Turn on all lights
- Check and replace burned out light bulbs
- Tidy up or put away all children's toys
- Empty waste baskets
- Hide pet dishes/toys/beds
- Vacuum carpets
- Sweep hard floors
- Remove newspapers & mail
- Display attractive books
- Turn off televisions

BEDROOMS

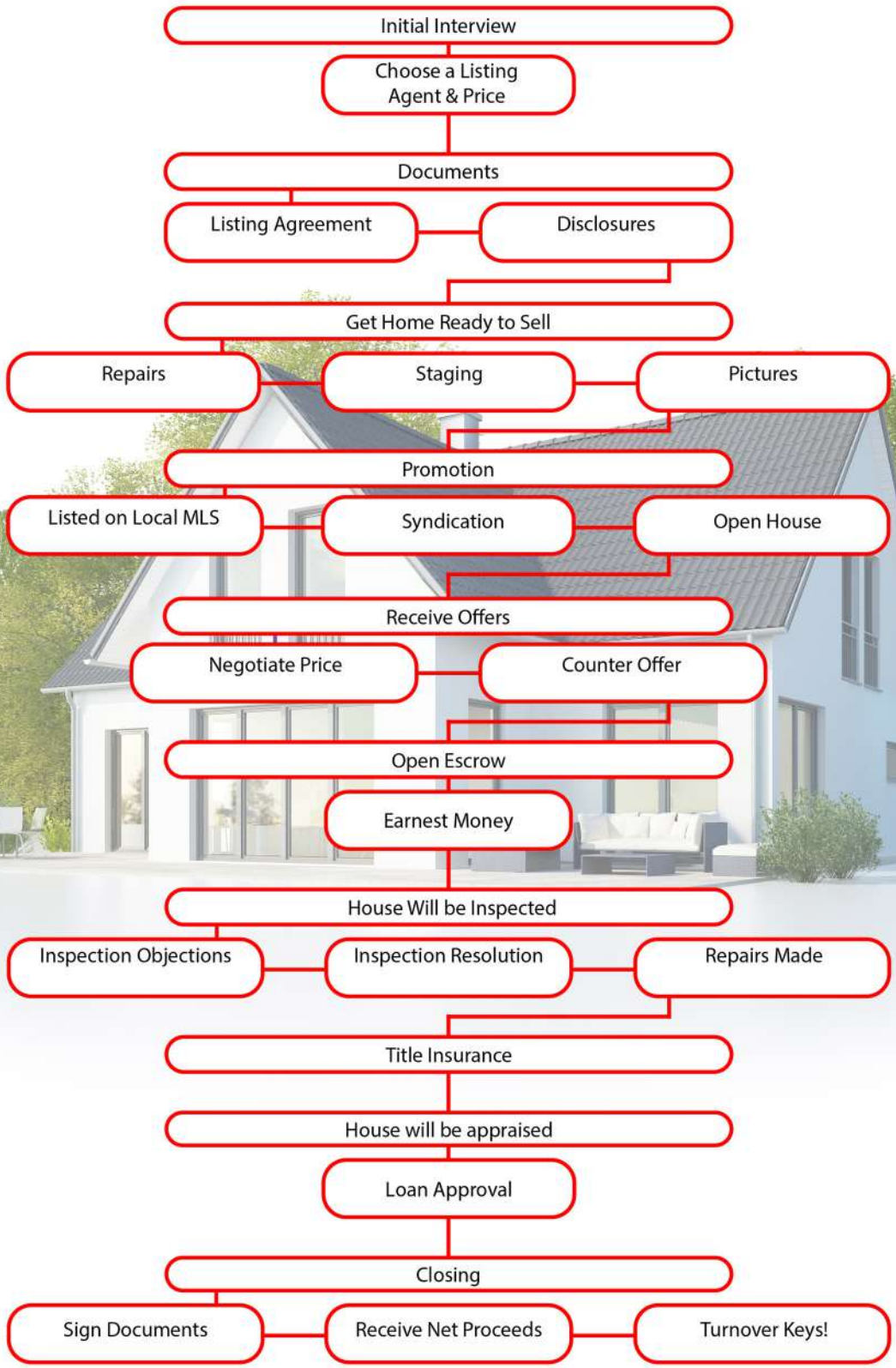
- Make the beds
- Arrange decorative pillows
- Put away clothing/shoes
- Clean under the bed
- Clear surfaces of clutter
- Hide children's toys

BATHROOMS

- Make the bathrooms sparkle
- Hang fresh towels
- Clear counter of toiletries
- Clean mirrors
- Clean toilet and close lid
- Remove all items from tub & shower

THE HOME SELLING PROCESS

A QUICK REFERENCE ON HOW THE PROCESS WORKS



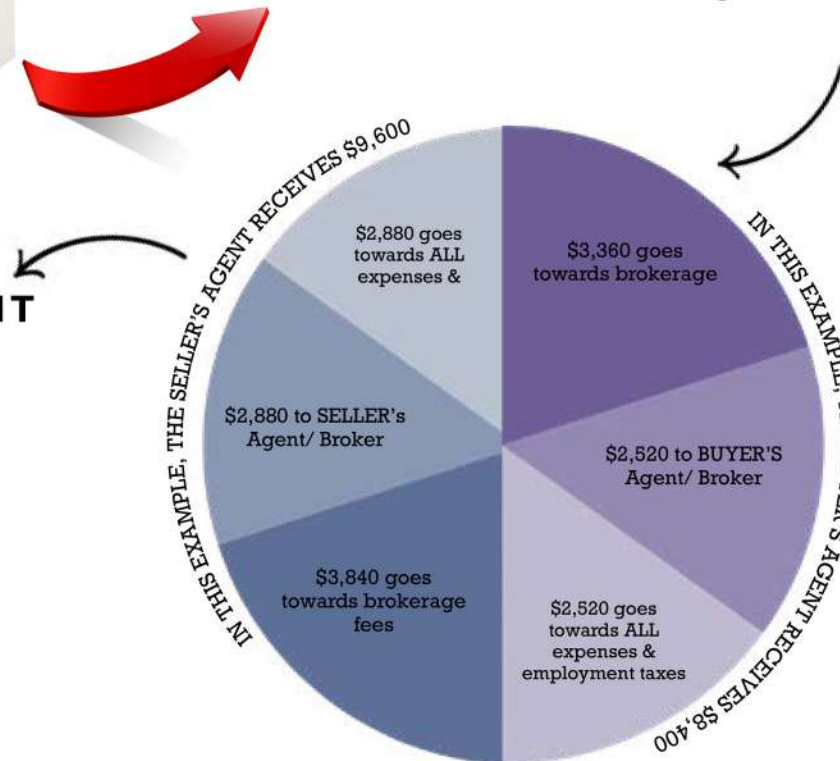
COMMISSIONS EXPLAINED



A HOUSE IS SOLD

COMMISSION TOTAL

As an example, the commission could be \$18,000 and is split between the buyer and seller brokerages.



REAL ESTATE AGENT

- Counteroffer
- Open Escrow
- Earnest Money
- House Will be Inspected
- Inspection Objections
- Inspection Resolution
- Repairs Made
- Title Insurance
- House will be appraised
- Loan Approval
- Closing
- Sign Documents
- Receive Net Proceeds
- Turnover Keys!

WHY WORK WITH A BROKER ASSOCIATE?

- Training and Expertise
- Guidance
- Experience
- Negotiation Skills
- Market Knowledge



A broker associate is there from the beginning of a transaction until the closing to make sure you meet deadlines, negotiate and get the best deal for you. Basically, their job is to get their seller the most amount of money for their home and a buyer the most amount of home for their money.

THREE TYPES OF RELATIONSHIPS

WORKING FOR YOU AS A SELLER'S AGENT

1

SELLER'S AGENT

A seller's agent (or listing agent) works solely on behalf of the seller to promote the interests of the seller with the utmost good faith, loyalty, and fidelity. The agent negotiates on behalf of and acts as an advocate for the seller.

2

BUYER'S AGENT

A buyer's agent works solely on behalf of the buyer to promote the interests of the buyer with the utmost good faith, loyalty, and fidelity. The agent negotiates on behalf of and acts as an advocate for the buyer.

3

TRANSACTION BROKER

A transaction broker assists the buyer or seller or both.

Testimonies

Jim was amazing to work with and extremely responsive and flexible! Jim did an exceptional job working with us while we searched for our home in Chester county remotely while we were stationed in Alaska with the military. Jim was always fast to respond to our emails, texts, and phone calls even during off-hours due to our 4hr time difference. I would recommend Jim to anyone searching for a home without hesitation. We wish we could give him 10 stars!

Spencer and Maddie- Kennett Square, PA

We were so lucky to be able to work with Jim. He answered all questions quickly and never made us feel like our question was dumb (important as a first time home buyer). We also appreciated his input when touring houses when it came to foundational things or the ability to take down walls. It took us over a year to find a house but Jim was with us every step of the way. Would highly recommend!

Ryan and Alyssa- West Chester, PA

After searching for our forever home for 9 months, we found the perfect house in our desired location. Jim was flexible and patient through the process. Once we put an offer in, the process was very organized and all of our questions were answered. Jim also took time out of his schedule to assist with contractors, as we were booking consultations before settlement on some work we wanted to have done. There's no denying Jim's passion for his work.

Trevor and Tateum- Wilmington, DE

Working with Jim was a breeze! He made my first time buying a home feel effortless and fun. He had great recommendations for all parties involved in the settlement of the property. Jim was incredibly responsive with his communication and prompt in helping figure out little details.

Darby- Wilmington, DE

Jim Arcidiacono is an excellent realtor and assisted us with finding and purchasing our first home. He is very accommodating to individual customer needs, and knowledgeable about general home maintenance, etc. He almost always knew the answer to any questions we had or would take the time to find out if didn't. He is very quick to respond to emails, texts, or phone calls; we would always hear back from him within an hour or so at most. He did a great job at walking us through the processes as first-time buyers and was great about keeping in touch to make sure everything was on track through the final days of closing. Jim even arranged for us to make additional visits to the home to get pictures for planning furniture and scheduling contractors before closing. In addition, he has remained in contact since the sale to facilitate communication with the previous owner when necessary. We had a great experience with Jim and will be using him as our realtor again in the future when we look for our next home.

Highly recommend Jim as a realtor. Extremely down to earth and friendly! Jim goes above and behind to help you find your dream house. He was extremely supportive and informative throughout the entire home buying process. He's a great guy to have on your team, especially in this crazy market these days.

Sam- Wilmington, DE

NOTES

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