

Realtor-Professor
to the Longhorn Community



Nancy Guilloteau, PhD

512.271.4366

Nancy@McGuireATX.com

**\$1500 credit at closing to
all UT Faculty, Staff, and Retirees**

- UT French Professor
- Austin Realtor
- RFSA Sponsor/Member

Rightsizing Your Life

Navigating
the Transition
to Your Next
Chapter

Presentation Overview

Objective: To empower you with the guidance and data needed to make a proactive, minimal-stress move.

- Rightsizing
- Home Appreciation
- Reasons to Consider Rightsizing
- Clutter
- Preparation of Your Home for a Successful Sale
- The Power of Data and Professional Guidance
- Guest Panel:
 - Randy Barfield, Barfield Home Inspection
 - Cathie and Joe Asaro, Austin Estate Sales
 - Dr. Eli Cox, III, Professor Emeritus
- Next Steps
- Q&A

Rightsizing

- Downsizing is about loss.
- Rightsizing is about gain.

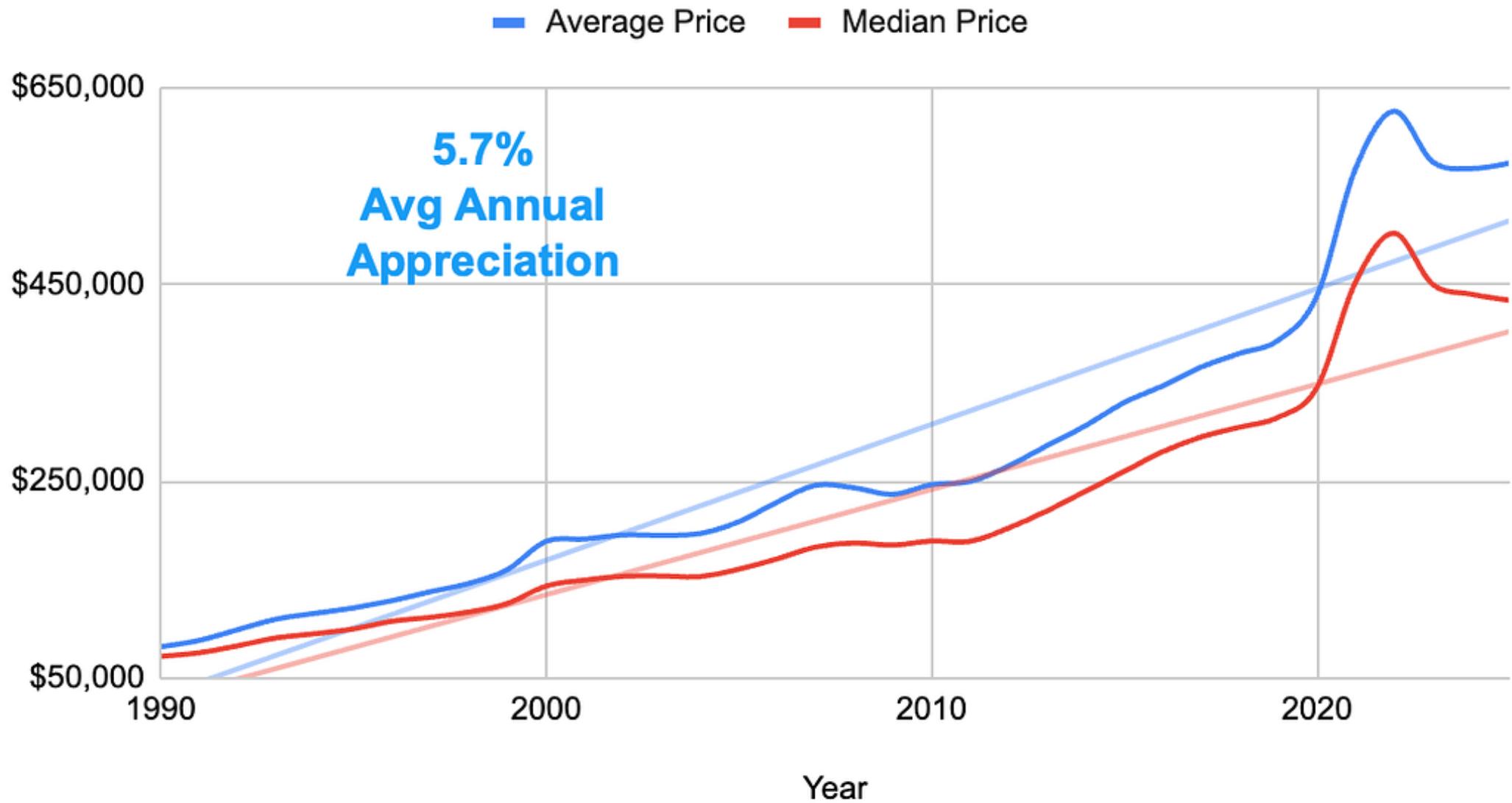


Gains

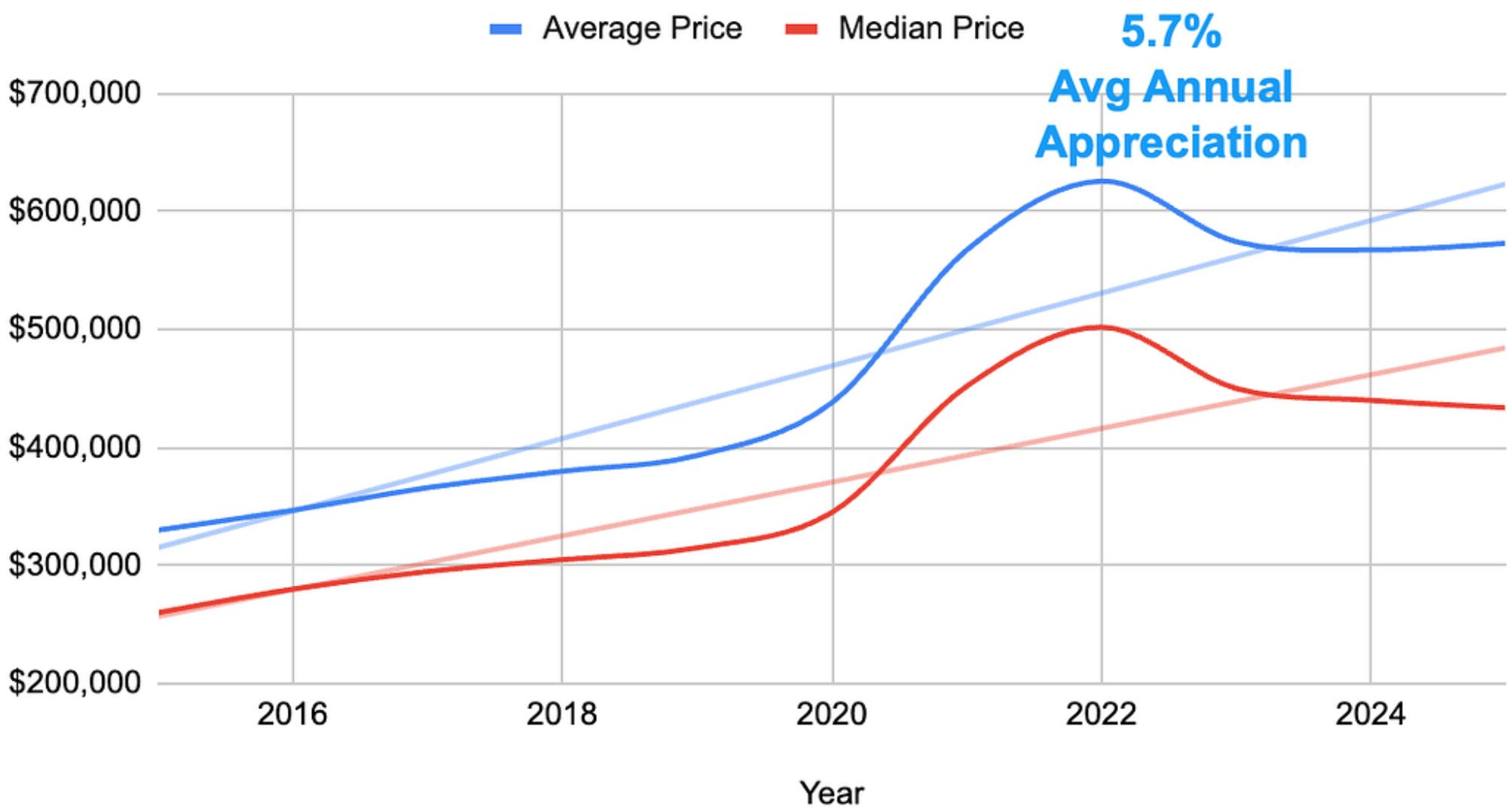
- More time for family, travel, and personal interests
- A home that supports how you live today
- A proactive move allows you to decide on your own terms
- Financial flexibility and peace of mind



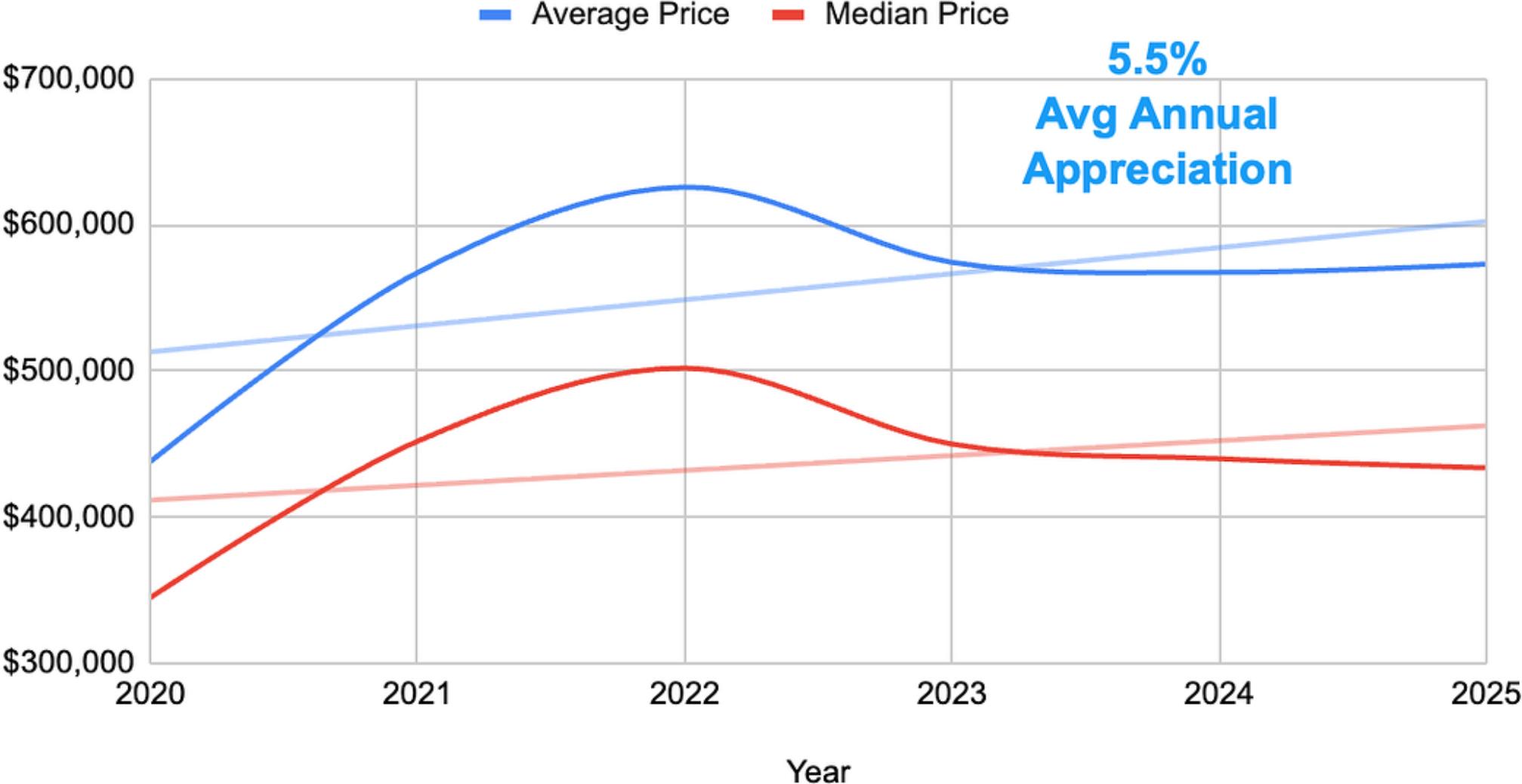
Austin Metro Avg & Med Sold Price - 1990 to 2025



Austin Metro Avg & Median Price - 2015 to 2025



Austin Metro Avg & Med Sold Price - 2020 to 2025



The Rising Cost of Staying Put



- Insurance reality
- The “1% Rule”
- Property Taxes



The Toll of Constant Upkeep

- Unused spaces
- Physical toll
- The “Everything at Once” Effect

The Emotional and Physical Weight of Clutter



- Emotional weight
- The Stalling Effect
- Market impact

Preparing Your Home for a Successful Sale



PRE-INSPECTION



DECLUTTERING AND
DEPERSONALIZATION



STRATEGIC LOW-
COST UPGRADES



DEEP CLEANING

My Approach

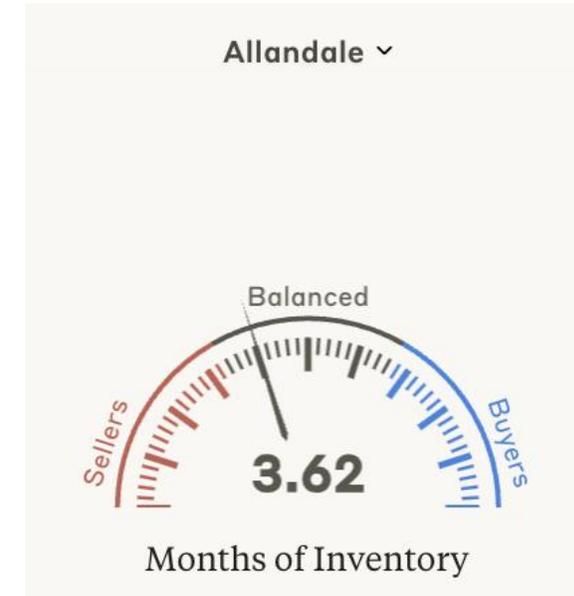
Data-Driven Valuation

Vetted Vendor Network

Specialized Support

Strategic Staging

Professional Photos



Success Rate: 65.5%

Closed Expired/Withdrawn



Guest Panel

- Randy Barfield, Barfield Home Inspection
- Cathie and Joe Asaro, Austin Estate Sales
- Dr. Eli Cox, III, UT Professor Emeritus



Randy Barfield





AUSTIN ESTATE SALES

**"Austin's premier, full-service estate sale
company since 2003"**

Cathie and Joe Asaro

Eli's Online Review

- Tara McGuire
- McGuire Team, Bramlett Partners



×  **Eli Cox**
Local Guide

★★★★★ a year ago

Delighted Clients!

***House on Market 5 days.**

***8 offers.**

***Sold for 11% above asking price.**

***House preparation and sale organized like a military campaign.**

***Excellent sales data provided for zip code.**

***Bright, experienced, and personable agent.**

***Capable team of assistants.**

Eli's Online Review

Austin Estate Sales

Estate liquidator

2.3 mi



★★★★★ a year ago

Delighted Clients!!

***97% of items sold, remainder charity donation.**

***\$156.64 average price of 245 items sold.**

***House staged like department store.**

***9 employs helped Cathie & Joe over 2 days.**

***Cathie recognized artist of color drawings.**

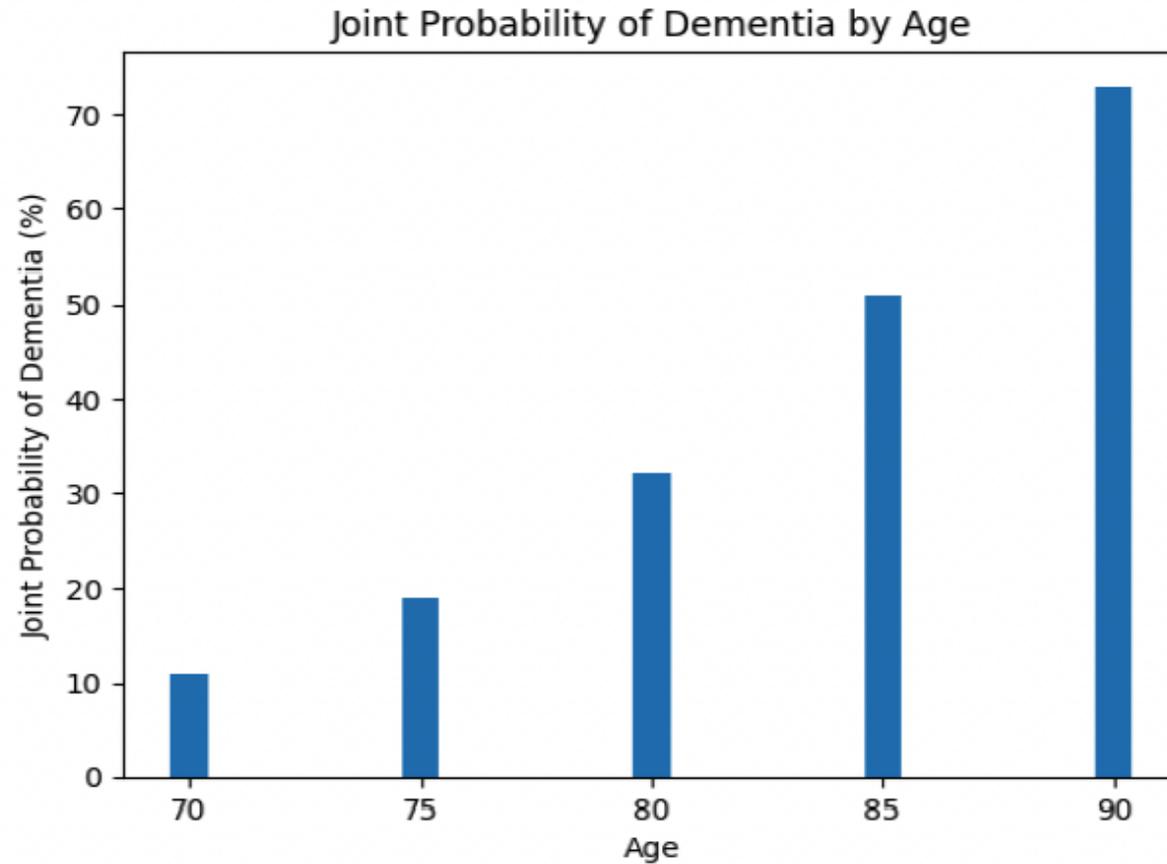
***Joe had silver coins & gold jewelry assayed.**

***20,998 views of 271 pictures online.**

***1 Inquiry from Canada.**

Joint Probability of Dementia by Age

This handout illustrates the increasing joint probability of dementia across selected age milestones. Percentages represent the estimated likelihood of having dementia at or before the specified age.



Key Takeaway: The probability of dementia rises sharply with age, particularly after age 80, highlighting the importance of early planning, screening, and supportive care strategies.

Next Steps

- Sign up for my [Market Updates](#) and monthly newsletter.
- Reach out for a complimentary, no pressure, home evaluation
- Remember that understanding your home's value and your options does not require a decision or action today. Knowledge simply provides clarity, and clarity leads to confidence.

Nancy's Preferred Vendor List

Appliance repairman	AMS Appliance Repair 512.423.1217
Carpet cleaner	<ul style="list-style-type: none"> • 512 Cleaning 512.850.0807 • Hart Carpet Cleaning 512.264.4301 (also cleans tile/grout)
Electrician	<ul style="list-style-type: none"> • ARC Electric 512.755.6580 • Klock's Electric 512.837.4704
Estate sale professionals	<ul style="list-style-type: none"> • Austin Estate Sales <ul style="list-style-type: none"> ◦ Cathie and Joe Asaro 512.755.6580 • Gone for Good (proceeds go to charity) <ul style="list-style-type: none"> ◦ Gail Miller 512.297.6302
Flooring vendor (wood, carpet, vinyl)	<ul style="list-style-type: none"> • Luis Rivera 512.497.3773 • Carpet Stop (Ryan) 512.419.1786
Handyman	<ul style="list-style-type: none"> • Fix It Rocket 773.322.2166 • Oleksandr Salij 509.637.8497
Home cleaners	<ul style="list-style-type: none"> • Maids and Moore (Teddi) 512.649.4198 • Rosa 602.487.7732
Home inspector	<ul style="list-style-type: none"> • Barfield Home Inspections <ul style="list-style-type: none"> ◦ Randy Barfield 512.789.2710 (Longhorn owned) • Inspect It Austin 512.657.3460
Home organizer	Klear with Kelly 512.632.4112
HVAC technician	<ul style="list-style-type: none"> • AccuTemp 512.636.9555 • Frosty Mist 512.963.0376
Landscaper	<ul style="list-style-type: none"> • Grass Works Lawn Care 512.797.1640 • Lefty Espinosa 512.787.2111 • Isaias Castro 512.939.3997

Painter	<ul style="list-style-type: none"> • Josh Davis 979.325.9777 • Sergio Olmeda 512.939.2916
Pest control	<ul style="list-style-type: none"> • Pest Wranglers 512.670.7808 • Ranger Termite & Pest Control 512.900.4236
Plumber	<ul style="list-style-type: none"> • Westmoreland Plumbing 512.288.7590 • Plumbing Outfitters 737.201.3327 (Longhorn owned) • Accurate Leak and Line 512.219.5325 (leak detection)
Pool/spa repairman	<ul style="list-style-type: none"> • Aris Pools 512.567.9498 • Aqua Mechanix 512.893.4328
Roofer	<ul style="list-style-type: none"> • TTH Custom Roofer (Cuatro Hollen) 512.586.9477 • Holden Roofing 512.750.0523
Salvation Army	Will pick up anything you want to give away. Tax-deductible.
Silver dealer	Don Waisman 512.461.5168 (best silver prices/very reputable)
Window cleaner/Power washer	<ul style="list-style-type: none"> • 3 Lee's Surface Cleaners 512.695.9754 • Casa Washa 512.846.3006
Yard irrigation repairman	<ul style="list-style-type: none"> • Lawn Concepts, Enoc Herrera 512.429.0473 • Edin Salgado 512.769.7622



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THANK YOU
FOR
ATTENDING



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MCGUIRE
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