

THEbTEAM - Broderick +Burke

# GUIDE TO MOVING

A STEP-BY-STEP  
TIMELINE TO HELP  
YOU WITH YOUR MOVE

 **BRODERICK +BURKE**  
JIM BRODERICK, SALES REPRESENTATIVE    PATRICK BURKE, BROKER  
S E R I O U S L Y    N I A G A R A

 **McGarr**  
MCGARR REALTY CORP., BROKERAGE

# *About McGarr Realty Corp., Brokerage*

*We are McGarr Realty, your quintessential Niagara Region boutique Real Estate Brokerage. We help great people, just like you, buy and sell real estate in the Niagara Region. Lets get to know each other!*

Sally McGarr opened the doors to her boutique real estate brokerage in 1988 and has been an integral part of the local real estate community ever since. Having surpassed all sales goals at a big box brokerage, exhausting all franchise 'awards', and experiencing a gut feeling that the Real Estate industry in Niagara would benefit from a high achieving, fully independent brokerage, Sally founded what is known today as McGarr Realty Corp., Brokerage.

Starting out in a character home in downtown St. Catharines with just a few REALTORS® (most of whom are still with us today), both the brand and the brokerage have grown to what is now a cornerstone in Niagara Real Estate. Our head office is now situated in the second highest traffic location in the Region, at 5 St. Paul Crescent in downtown St. Catharines.

With a large clientele base and impressive sales growth, McGarr Realty grew to open a second location on Niagara Stone Road, the main entrance to Niagara-on-the-Lake, situated perfectly between Virgil and Old Town.

Over the years, we have developed and nurtured our local 'boots on the ground' reach, however our global reach and exposure has never been stronger. Through data sharing agreements as well as national and international affiliations, we have direct access to buyers and sellers from across Canada and around the world.

McGarr Realty fosters a culture of partnership and team atmosphere in which all clients' properties are represented in a collaborative environment. You can rest assured that our collective goals and motivations are aligned with exceptional customer service as the true priority.

Our mandate is to offer knowledge, patience, and understanding so that you can make informed decisions with the utmost confidence.



## **Jim Broderick, *Sales Representative***

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I was born in St. Catharines in February of 1973, the second son to a GM worker and a Health Care Nurse. I was raised in the town of Thorold with my brother Ray, and my sister Cathy. I graduated from Thorold Secondary School in 1991. Throughout my childhood and young adulthood I was active in many, many different sports and activities and was fortunate to be a part of several teams that won Ontario Championships in both hockey and baseball. I finished up my schooling at Niagara College here I received a diploma in Sales & Marketing. Fortunately for me I knew exactly what field I wanted to spend my working career in. Right from College, I was hired into my field, and spent the better part of 3 educational years working for Maple Leaf Food in the Customer service department. Working for such a large company was an eye opening experience to say the least. What I remember most though, was how salespeople treated their customers. Many companies employ the “spent 80% of your time with 20% of your clients” strategy, and that’s fine for the 20%, but what about the other 80% of clients who are getting virtually no attention from the Salespeople. I know in sales you are supposed to search for “whales” and not “minnows”, however these were loyal customers who had been using Maple Leaf products for years and because of a new sales strategy were finding themselves pushed to the side and ignored. This really “irked me”. Maybe it was because I wasn’t experienced enough in the ways of big business, or possibly just plain naivety, but at that moment I decided that in my sales world no customer would be too small, or a purchase too insignificant for me to deal with.



## **Patrick Burke, *Broker***

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I was born and raised in the north-end of St. Catharines, the youngest of 4 children to my parents, Chuck and Jane Burke. Among many of the typical interests and pastimes of a boy back then, the piano was the hobby that held my interest the most. After graduating from Laura Secord Secondary School in 1992, the piano became more than a hobby as I was off to Wilfrid Laurier University to pursue music graduating in 1996 on the Dean’s Honour Roll with a Bachelor of Music Education and Performance. Next, I attended the University of Western Ontario where I graduated on the Dean’s Honour Roll with Distinction with my Bachelor of Education degree. High school music teaching positions were not abundant at the time, so when an opportunity to play piano on a Cruise Ship came up, I jumped at the chance. Having not traveled a lot up until then, the opportunity to not only travel but to play the piano as “my job” was an opportunity I could not resist. After a few contracts, I was offered the position of Musical Director, overseeing the musicians on board as well as leading a 10-piece orchestra. Successfully managing and working with musicians from all corners of the world was a challenge that I truly enjoyed and learned a lot from. It was at this time that I met a wonderful woman from England named Alice who I went on to marry here in Niagara in June 2002. We have two children...our little girl Jasmine our boy named Elliot. My time at McGarr Realty Corp. Brokerage began in the summer of 2002 when I was immediately welcomed and made to feel so comfortable amongst this great group of successful and dynamic REALTORS®. The teamwork atmosphere that I tried to create and foster on ships was very evident in the office here. We are all individuals running our own businesses who are also very aware of the team we are a part of. It is so rewarding to be a part of a group of professionals who always have time to help each other out. I believe this, among many other reasons, is a big part of why this office achieves such a high level of results and acclaim. Fortunately, I continue to play music and have found that Real Estate and music, as well as a busy family life, can all co-exist quite comfortably.



**6 to 8 weeks**

**BEFORE MOVING DATE**

WE'RE HERE TO HELP WITH  
ALL YOUR REAL ESTATE  
NEEDS. GIVE US A CALL AT  
(905) 687-9229.

- ✓ Come up with a Moving Plan. We suggest you work on a room-to-room basis and decide what you are going to move and what you are going to donate or sell or get rid of. Be GREEN! Donate unwanted items to charity. Some will even come and pick it up for you.
- ✓ If you are using a moving company, start the interview process now. Check out our [FIND A PRO](#) page for help with our recommended movers. Friends and family helping? Make sure you have commitments and a crew in place!
- ✓ Create a Moving Folder (paper or digital) to keep track of estimates and any particulars.
- ✓ It is never too early to start packing up those small, time consuming items. Same goes for non-essential items and things you are not going to need or use for a while. For example, books, china and out of season clothes.
- ✓ Contact your insurance company to advise them of your move.
- ✓ If your child is moving schools, have a chat with someone at their school to find out what needs to be done.
- ✓ Order boxes and packing supplies. Grocery and other retail stores may be able to help. Otherwise, you can purchase boxes from moving or storage unit companies as well.
- ✓ Clean out that freezer! Start using up food that you won't want to move.
- ✓ Start looking at your new home in terms of what furniture you are going to bring. Keep in mind that not all furniture may fit. For example, L-shaped couches and pianos can be difficult to move around tight corners so plan ahead!
- ✓ Start packing all of those little things that take the most time. (i.e.: fragile, china, pictures, books).



**1 Month**  
**BEFORE MOVING DATE**

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- ✓ Confirm dates and move times with your moving company or friends.
- ✓ Start packing out of season clothes and larger non-essentials. Suitcases are a great place to pack clothes, towels and blankets.
- ✓ Having a system will be a huge help. Create a file book (written or digital) and start a log. You can number or colour code each box so you can identify the general contents. For example, red label for kitchen, blue label for bedrooms. This will simplify the unpacking process and speed up the 'settling in' timeline.
- ✓ Alert the following about your move:
  - Banks
  - Credit card companies
  - Post office
  - Government documents
  - City hall (enquire regarding water metre final reading)
  - Utility Companies  
([Download our Utility Contact List](#))
  - Place of Employment
  - Doctors or other health care providers
  - Magazine or newspaper subscriptions
  - Maintenance companies (for example, furnace maintenance plan)
  - Friends and Family
- ✓ If there were items in the Purchase and Sale Agreement on your home that needed repair or completion, make sure they are done or scheduled to be done.
- ✓ If you're having a garage sale, now is the time! Need signage help? Let us know.
- ✓ If you have several decades worth of paint cans in the basement, now is the time to arrange for their safe disposal. Check the [Niagara Region's website](#) for info on disposing of 'Household Hazardous Waste.'

- ✓ Make sure you are clear with the particulars of your current home and what needs to be dealt with prior to closing. For example, meeting with your lawyer and bank.
- ✓ Have your car serviced if it needs it in the near future. You'll have more important things to deal with over the next 4 – 6 weeks!
- ✓ Reconfirm with the movers or friends and family.
- ✓ Clearly pack 'essentials' that you will need right away.
- ✓ Arrange your final visit with us for your new home, if applicable. We'll be calling you to do this so don't worry!
- ✓ All important documents (passport, school records, banking info, i.d.) should be packed together and taken with you personally.
- ✓ Safeguard your valuables. Pack any jewelry and other valuable items and take them with your personally.
- ✓ If you have unwanted items that you'd like to leave or possibly sell to the Buyers, let us know and we can check into that further.
- ✓ If needed, arrange for a friend or neighbour to cut the grass one last time next week.



**BEFORE MOVING DATE**

**2 Weeks**

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**1 Week**

**BEFORE MOVING DATE**

- ✓ Reduce stress! Aim to finish packing 3 or more days prior to the big day.
- ✓ Go for your final visit to your new home.
- ✓ Pack a bag for each family member with supplies for the first few days including toiletries.
- ✓ Check in with your lawyer and mortgage advisor to make sure that everything is on course and taken care of.
- ✓ Take care of any exterior maintenance (cut the grass) one last time.
- ✓ Avoid closing day hassles. Make sure all of those little items (discarded wood behind the shed, old paint cans, drywall scraps in the garage) are either staying with the consent of the purchaser or you have a plan to remove them. Otherwise the buyer may notify their lawyer to holdback money or delay closing.
- ✓ If you need help with a final cleaning, let us know and we can help co-ordinate this.
- ✓ Make sure you have contacted any and all companies, utilities, memberships, schools, banks, magazine subscription etc. with your new address.
- ✓ If you need help with something, please do not hesitate to [contact us](#). We are here to help simplify this process for you.

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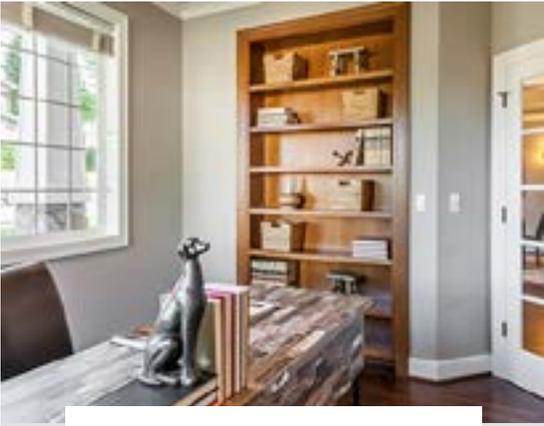
- ✓ Reconfirm moving-day plan. Who is doing what?
- ✓ Be prepared for any seasonal weather surprises! For example, what if it snows on moving day?
- ✓ If your fridge is going with you, empty, clean and defrost it at least 24 hours prior.
- ✓ Arrange with the new owners of your home to keep any mail that arrives after closing. We can help with this too. Even with mail forwarding at Canada Post, some mail may still arrive at your previous address.
- ✓ Food and beverage alert! Arrange a meal plan for moving day. Lack of food and nutrients will cause physical and mental fatigue which is something you want to avoid!



**BEFORE MOVING DATE**

**A Few Days**

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# Moving Day

IT'S FINALLY HERE!

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- ✓ Plan to be home for the entire time until the movers are packed and loaded up.
- ✓ Be sure to verify and initial the inventory list from the movers.
- ✓ If your friends are helping with your move, never underestimate the importance of food and beverages. The movers will appreciate that too!
- ✓ Your lawyer will call you once the closing has occurred and the keys for your new home (if applicable) are ready!
- ✓ Have a final clean-up crew for your home. Try to leave it as clean as possible for the new owners. Leave your home and property in the same condition as you hope your new home will be left in!
- ✓ If there is one thing you do, please make sure that you remember to take deep breaths and eat healthy. This will greatly reduce your stress levels and increase your ability to deal with the challenges that may arise.

*If we can help with anything at all through the process, please do not hesitate to [contact us](#) anytime. We are here to help!*

*Jim Broderick & Patrick Burke*

**THEbTEAM**

# Ask Us.

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