

kiwi benefits

HOME. CARE. PEACE OF MIND.



A simpler next chapter.

Corporate profile & transition resources

Helping seniors convert their homes into care.
St. George, Utah

(970) 393-3292 | pat@kiwibenefits.net

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About this edition

The following pages preserve all 14 supplied reference sheets at their original resolution. The original contents page is retained; use this page or the PDF bookmarks to navigate this edition. Sample costs, sale timelines, and comparisons are illustrative, not guaranteed outcomes. Unfilled team and location entries are source-template placeholders. For current sale terms and contacts, speak with Pat.

Your transition team

Personal support, from the first conversation through closing.



Patrick Mitchell

Senior Transition Specialist

Pat brings years of real estate experience to helping seniors sell their homes and move toward care. He meets locally, provides resources, submits offers, and stays involved through closing.

(970) 393-3292
pat@kiwibenefits.net



Rebekah Croft

Senior Care Specialist

Rebekah builds relationships with senior care executives, attorneys, accountants, and vendors, helping connect the people and resources around a family's transition.

(925) 723-2062
rmarcennecroft@gmail.com

Local expertise. Shared purpose.



Jeremy Bourgeois

Partner - Scout Peak Homebuyers

A United States Marine Corps infantry veteran, Jeremy renovated homes in Connecticut before starting the Utah home-buying company. His work focuses on helping people solve difficult property situations. Outside work, he enjoys mountain biking, hiking, and reading.

Scout Peak is a family-owned and operated Utah home-buying business. Abby Bourgeois oversees design, marketing, and operations, with degrees in marketing and innovation and strategic management.

KIWI BENEFITS

Helping seniors convert their homes into care

KIWI BENEFITS



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Helping seniors convert their homes into care

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OUR TEAM

Pat Mitchell



Pat came into this role with compassion and energy to address a growing problem for seniors. The media refers to it as the Silver Tsunami, as 10,000 folk turn 65 daily in the US. Many are in a position requiring care and support, and need to sell their homes to afford senior care. After many years in real estate in Colorado, Pat can use his experience to assist homeowners to meet that challenge.



Rebekah Croft

Partner



Jeremy Bourgeois

Partner Scout Peak Homebuyers

NAME

TITLE

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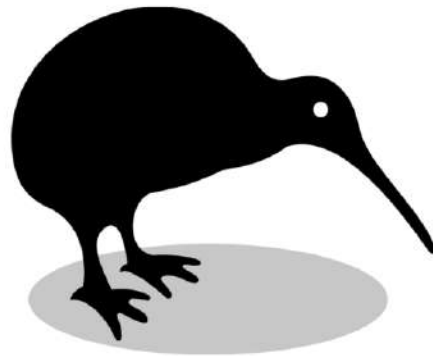
NAME

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NAME

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WHO TO CONTACT



The Trusted St George Home Buyer

At Kiwi Benefits, our service does not stop when the contract is signed. We will always do our best to keep you informed and encourage you to call us with any questions you may have about the sale of your home.

Contacting us at Kiwi Benefits:

Pat Mitchell: Senior Transition Specialist

Phone: (970) 393-3292

Email: pat@kiwibenefits.net

- *Meets you locally, provides resources, submits offer, sees the contract through to closing and is in constant contact with the title company.*

Rebekah Croft: Senior Care Specialist

Phone: (925) 723-2062

Email: rmarcennecroft@gmail.com

Rebekah spends time visiting senior care executives, attorneys, accountants, vendors.

Kiwi Benefits is here to help make the sale of your home as fast and easy as possible. Please do not hesitate to call if you have any questions about the closing process!

WHY WORK WITH US?

KIWI BENEFITS

- We help unlock the equity in your home up to 90% faster than listing with a realtor on the MLS
- We can close as quickly as 2-3 weeks or on a date of your choosing
- May take 6-8 months to get paid selling through a realtor
- We charge no commissions
- We typically pay all closing costs
- We buy the house AS-IS!
- No cleaning
- No painting
- No repairs
- No landscaping
- No coordinating with siblings to get everything done
- No need to get multiple bids on work from multiple tradesmen
- No parade of people coming through your home for showings
- NO WORRIES!
- We take care of the leftover stuff your family doesn't want! Leave it in the house after closing and we'll do the rest!
- We'll even give you a few extra days after closing to move out if necessary
- Retail buyers typically have a home they need to sell to purchase your property, so you are tied to their timeframe which could affect yours (inspection, appraisal, lender)

	Realtor	Kiwi Benefits
Commission & Fees	6% on average	None
Closing Costs	4-6% on average	None
Average Closing Time	45-60 days	You decide!
Payment for Repairs	Varies/Negotiated	None
Home Showings	Many	Just one!
Appraisal Needed	Yes/Often	None
Home Inspection	Yes/Required	None

WHY WORK WITH US?

TRADITIONAL REAL ESTATE SALES PROCESS



TRADITIONAL REAL ESTATE TIME TO CASH

January 1st: Find out about sale, schedule flights into town

January 15th: Meet with real estate agent

January 20th: Meet with clean-out company

February 1st: Make decision to rehab home yourself

February 2nd: Attempt to figure out how to borrow money for rehab

February 6th: Get bids from contractors

February 9th: Get new bids from different contractors and pray for better news

February 23rd: Have estate sale, make fraction of what you expected

March: Clean out month; the kids aren't showing up

April-May: Rehab goes as planned, but slightly over budget; borrow more

June 1st: List house; picture day is emotional

July 1st: Under contract in 30 days! Closing is scheduled, but still haggling with buyer over inspection

August 1st: Repairs; remaining stuff still needs to be cleared out of the house; borrow more money

August 10th: Closing day

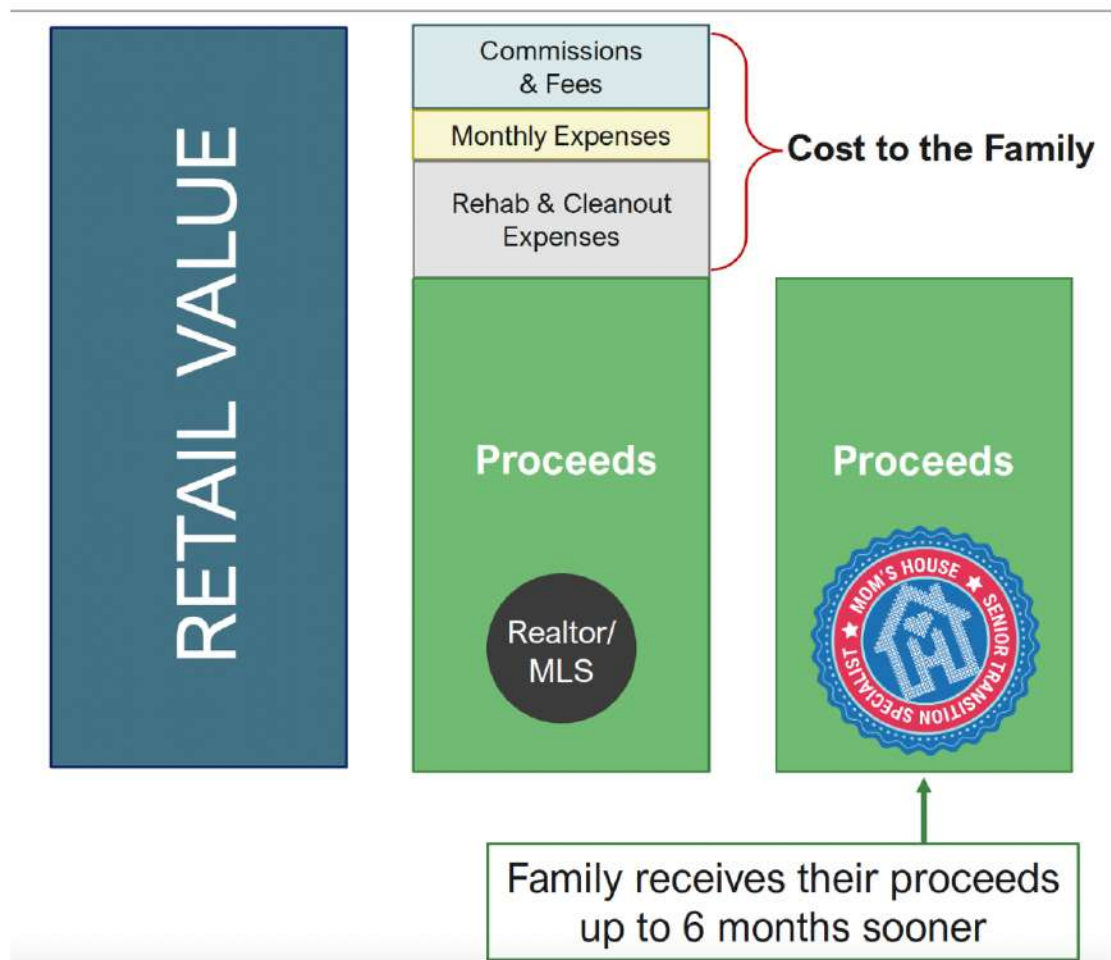
WHY WORK WITH US?

ADDITIONAL EXPENSES

Pre-Closing Day Costs:

- Commissions
- Monthly holding costs (utilities, taxes, insurance, property upkeep)
- Over-budget rehab items
- Clean-out cost
- Inspection items
- Mom's running daily costs of living at home

SAME MONEY – LESS STRESS



REHAB COST VS. BENEFIT

THINKING OF DOING THE REHAB YOURSELF?

THINK AGAIN...

Most improvements homeowners undertake on their homes do not earn them money when they sell. In fact, homeowners typically do not recoup the full cost of the improvement in the sale of the home. Landscaping is the only home improvement that consistently recoups more than 100% of the cost in resale.

We are professional rehabbers and can take advantage of economies of scale. We work with the same contractors year after year and have realized cost savings with those contractors that the average homeowner does not receive. This allows us to rehab homes cheaper than most homeowners can, thus allowing us to give you a better purchase price. The table below shows some common home improvements with their average cost and what you could expect to receive from that improvement in resale value.

Cost vs. Value 2025

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Salt Lake

PROJECT TYPE	SALT LAKE CITY			MOUNTAIN			2024 NATIONAL AVE	
	Job Cost	Resale Value	Cost Recouped	Job Cost	Resale Value	Cost Recouped	Job Cost	Resale Value
Minor Kitchen Remodel Midrange	27,871	30,593	109.8%	28,490	31,417	110.3%	28,458	32,141
Major Kitchen Remodel Midrange	79,909	40,556	50.8%	81,538	40,218	49.3%	82,793	42,130
Major Kitchen Remodel Upscale	161,009	62,236	38.7%	159,439	55,644	34.9%	164,104	58,561
Bath Remodel Midrange	27,526	16,123	58.6%	24,920	17,300	69.4%	26,138	20,915
Bath Remodel Upscale	85,433	38,765	45.4%	79,492	28,969	36.4%	81,612	34,000
Bath Remodel Universal Design	46,148	30,128	65.3%	40,482	24,833	61.3%	42,183	25,812
Bathroom Addition Midrange	63,522	24,649	38.8%	59,162	28,052	47.4%	60,645	32,347
Bathroom Addition Upscale	115,209	33,486	29.1%	109,606	41,140	37.5%	111,255	40,526
Primary Suite Addition Midrange	173,435	45,944	26.5%	168,492	45,207	26.8%	170,517	55,097
Primary Suite Addition Upscale	353,122	60,112	17.0%	350,045	54,639	15.6%	351,613	63,136
HVAC Conversion Electrification	17,726	7,410	41.8%	17,886	14,248	79.7%	19,484	14,053
Entry Door Replacement Steel	2,446	4,386	179.3%	2,446	4,557	186.3%	2,435	5,270
Grand Entrance Fiberglass	11,718	8,737	74.6%	11,326	10,129	89.4%	11,754	9,959
Garage Door Replacement	4,785	14,990	313.3%	4,968	11,730	236.1%	4,672	12,507
Deck Addition Composite	25,324	10,016	39.6%	26,342	21,630	82.1%	25,096	22,199
Deck Addition Wood	18,503	9,650	52.2%	18,253	17,753	97.3%	18,263	17,323
Backyard Patio	49,952	13,858	27.7%	52,218	20,007	38.3%	51,454	23,672
Roofing Replacement Asphalt Shingles	30,373	26,259	86.5%	28,475	20,427	71.7%	31,871	21,501
Roofing Replacement Metal	50,257	17,349	34.5%	46,579	25,296	54.3%	51,865	25,972
Window Replacement Wood	26,258	5,181	19.7%	26,322	18,994	72.2%	26,781	18,764
Window Replacement Vinyl	21,213	9,036	42.6%	21,165	16,845	79.6%	22,073	16,657
Siding Replacement Vinyl	23,394	12,641	54.0%	16,979	18,197	107.2%	17,950	17,313
Siding Replacement Fiber-Cement	22,397	5,779	25.8%	19,455	20,208	103.9%	21,485	24,420
Manufactured Stone Veneer	11,011	9,538	86.6%	11,991	19,398	161.8%	11,702	24,328
Backup Power Generator	12,772	10,952	85.7%	12,481	9,628	77.1%	13,534	12,902
Solar Power Installation	52,675	8,036	15.3%	51,183	14,550	28.4%	55,937	16,625
Basement Remodel	51,252	38,835	75.8%	49,756	38,641	77.7%	52,012	36,905
Accessory Dwelling Unit (ADU)	171,534	81,889	47.7%	163,509	74,335	45.5%	166,406	68,656

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Your Favorite Utah Real Estate Pros!

We are **Scout Peak Home Buyers**; a family owned and operated local company who buys houses in Utah. Whether you're facing foreclosure, dealing with a burdensome property, or simply looking to sell quickly, we are here to help. Our team combines deep local expertise with a passionate commitment to our clients. This means you get personalized, caring service along with the most competitive offers. We understand that selling your home can be stressful, and our goal is to make the process as seamless and straightforward as possible.

Utah's Own Local Home Buyers

Veteran Owned

Jeremy, a proud United States Marine Corps Veteran, brings the same level of dedication, perseverance, and uncompromising grit he honed in active duty to every aspect of his real estate business. With a straightforward, no-nonsense approach to buying homes, he ensures every transaction is handled with integrity and precision. At Scout Peak, we're committed to serving our clients with the same honor and commitment with which Jeremy served our country.

Professional Buyers

In the last four years alone, we've acquired multiple properties and are actively expanding our portfolio. Real estate is our full-time passion and profession, not just a side project. Choosing to work with us means you benefit from our extensive experience and dedicated approach. We handle every transaction with the care and attention it deserves, ensuring you feel confident and supported throughout the process.

We Are Local

As your neighbors, we are deeply invested in enhancing our community, striving to make it the best it can be. Think of us not just as your business partners, but as your friends. We're here to support you at every step, combining a personal touch with professional reliability. When you work with us, you're engaging a team that truly cares and is committed to your success. Together, we'll work to achieve your real estate goals and strengthen our community one property at a time.

Jeremy Bourgeois

Prior to starting the home buying company in Utah, Jeremy was fixing up houses in Connecticut. He served in the United States Marine Corps infantry before transitioning into real estate. His passion lies in helping others in difficult situations solve their problems. Jeremy mountain bikes, hikes, and reads in his free time.

Abby Bourgeois

Abby oversees design, marketing, and overall operations of the business. She holds a bachelors of science degree in marketing, and a masters of science degree in innovation and strategic management.



PATRICK M. MITCHELL

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Edwards, CO. 81632
Phone (970) 393-3292
mtnmitchells@comcast.net

STRENGTHS

Sales-driven with an organized and accountable history of success.
Under-promises and over-delivers, hyper-focused on developer satisfaction.
Referred often by prior clients.

HISTORY



PAT MITCHELL PROPERTIES

Dec 2015-2020 : Acted as real estate managing broker and consultant in Beaver Creek, Vail.
April 2020> <https://www.linkedin.com/in/kiwione>

Consultant to Private Residence Clubs



January 2011-Oct 2015

Working with several destination clubs in advisory capacity: 3rd Home, Inspirato, Quintess. Exclusive Resorts .

Project Director Sales and Marketing, Banyan Tree, Mayakoba, MX.



May 2007 to October 2011

Directed sales, marketing, and financing efforts during construction resulting in \$31MM in presale contracts.
www.banyantreemayakoba.com whole ownership villas, \$1-\$4MM.

Director Sales New Projects, Sotheby's Vail, CO.



September 2006 to November 2007

www.cascaderesidencesatvail.com 14 Residence \$114MM project

Director of Sales: Sebastian Private Residence Club



Nov 2004-December 2006

\$120MM project to oversee presales of fractional Private Residence Club. \$43mm presales.

FREE TRANSITION RESOURCES

The Essential Guide to Understanding and Funding Senior Care **From Confusion to Clarity: A Guide to Care and Costs**

www.seniortransitionshelp.com

- **OVERVIEW OF SENIOR LIVING OPTIONS**
- **HOW TO HANDLE THE STRESS**
- **THE FACTS- 70% WILL NEED CARE**
- **UNDERSTANDING THE INDUSTRY**
- **COST OF LONG-TERM AND HOME-CARE**
- **STAYING HOME VS. A CARE COMMUNITY**
- **RESEARCHING SENIOR LIVING**
- **DEFINING FAMILY ASSETS**
- **FUNDING CARE**
- **MAKING THE BEST DECISION**
- **GETTING EVERYONE ONBOARD**
- **SMOOTH TRANSITION TO SENIOR CARE**
- **LONG-TERM CARE INSURANCE**
- **SENIOR CANCER TRUST FUNDS**

ESTATE SALES

-SUZANNE ESTATE SALES (435) 619-9227
1St George, UT WWW.SUZANNEALES.NET

TWICE TREASURED ESTATE SALES IN ST. GEORGE - (435) 703-3331
WWW.TWICETREASUREDESTATESALES.NET

GOLD-SILVER-COINS-JEWELRY-COLLECTABLES

(435) 628-7333
49 N MAIN, ST GEORGE UT 84770
WWW.MAINSTREETANTIQUES.MAIL

CAR SALES

CASH FOR CARS

WWW.CASHFORCARS.COM
855 305-5467

NATIONAL NEW CAR GUY: JAY GROSSMAN - (314) 498-0256
STLOUISCARMUSEUM.COM

DONATIONS

PAWS THRIFT STORE -(435) 278-0059
969 N 3050E, ST GEORGE UT 84770
WWW.PAWSTHRIFTSTORE.ORG

COYOTE EXCHANGE COM (435) 688-1089
140 N 400W

RECORD ALBUMS

VINYL RECORDS GUY-(314) 600-7897
DJRECORDSUSA.COM

HELPING THE TITLE COMPANY

SOUTH UTAH TITLE

SUTC Title Company has offices throughout [your area]. Speak with our escrow agent about the location that works best for you.

Agent on Duty
1224 S. River Rd, Ste A-101, St. George, UT 84790
Ph: (435) 656-6262

Location	Address
City, State	123 Street Name, City Name, STATE 12345
City, State	123 Street Name, City Name, STATE 12345
City, State	123 Street Name, City Name, STATE 12345
City, State	123 Street Name, City Name, STATE 12345
City, State	123 Street Name, City Name, STATE 12345
City, State	123 Street Name, City Name, STATE 12345