



Guide to Downsizing Your Lifestyle



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LUXURY REAL ESTATE



Signature

INDEPENDENTLY OWNED & OPERATED REAL ESTATE BROKERAGE

Lifestyle Planning

We've all heard the expression that beauty is in the eye of the beholder, and moving up to a more expensive or expansive home to many does not necessarily constitute a "move up."

For the same reason, many real estate professionals prefer to refer to downsizing as rightsizing—for some, a smaller home can make for a better lifestyle.

Therefore, our advice on moving up has more to do with timing than it has to do with the size of a home or even the lifestyle. Instead, a so-called "move up" market in real estate terms can mean a period when there are special negotiating opportunities, due to changing marketplace circumstances.

Whether you're looking to move from a house to a condo in the same city, or branch out to a home with a completely new change of scenery, this guide will help you determine your wish list, as well as take you through our process.

As you put together your lifestyle plan and before you decide to move up, consider the following below (and please, share these answers with your Realtor!):

What your present home should sell for and how much equity you have.

How much of your decision is based upon economic considerations versus lifestyle?

How long are homes taking to sell in your price range, as well as in the higher priced range you are considering?

Whether you should sell your home before you move up, or if there is an opportunity to buy a more expensive home, which has dropped dramatically in price that you do not want to delay and miss this rare chance. Only you can decide!

If you should move up to a larger and more expensive home, or try to time the market for when you believe there is a greater opportunity to move up during a more favourable negotiating period for so-called "upsizing" buyers.

Determine what you would like in a new home and what you dislike, if anything, about your present home/lifestyle.

What your current monthly expenses are, and what they could be in a new home. Be sure to consider maintenance fees if you are looking at condominiums!



Buying Your New Home

This exercise is intended to help you examine the attitudes held by both you and your partner regarding real estate so you can arrive at more mutually-compatible decisions.

Scoring:

Using the scale below, write down the number that best describes yourself in the first column. If you have a partner, the second column is for them to fill out.

SCALE

- 3: Agree
- 2: Undecided
- 1: Disagree

SCORE

(divide by 2 if doing this survey without a partner)

42-66

You are strongly real estate oriented.

20-41

You are moderately real estate oriented.

<19

You are doubtful about the role real estate plays in your life

I want to live where it's easy to walk to amenities. _____

I want to live closer to water (i.e lakes, rivers). _____

I want to live close to neighbours. _____

I want to live further away from neighbours. _____

I want to live in a more diverse community. _____

I believe the neighbourhood or community we select is as or more important than the home we select. _____

I believe the lifestyle benefits of where we move is more important than how much our property may or may not appreciate or depreciate. _____



What are your needs?

I believe the abundance of amenities surrounding our property is more important than the square footage.

Dog parks or pet friendly areas are an important part of my decision making process.

Being near families with children is important to me so my grandchildren have playmates.

Being near public transit is important to me.

Being near restaurants and shopping destinations is important to me.

TOTAL SCORE(S)

Describe the five most important factors when it comes to making your next move below:

1.

2.

3.

4.

5.



Selling Your Current Home

STAGING AND PHOTOGRAPHY

From simple decluttering and accessorizing to full on furniture replacement and contracting work, we help our clients prepare their home so that they can maximize their return. It's not hard to tell when you see a BHHS property, they are the ones that you want yours to look like. We utilize every visual medium including photos, 360 virtual tours, videos, drone footage and more.



MARKETING

We believe that every piece of promotional material is a reflection of your property, and deserves to be beautiful. Stunning brochures, emails and ads are a direct reflection of our attention to quality and detail. We're online advertising experts, and we get your property in front of tens of thousands of qualified buyers using the latest advertising technologies. We share all of our listings with our massive database of buyers and Realtors.

OPEN HOUSES AND SHOWINGS

We know that a first impression is everything. Aside from marketing your property digitally, we create an inviting space that wows buyers the moment they walk through the door. Your Realtor will advise you on how to prepare your home for showings, and will conduct both private Realtor and public open houses.



Buying Your New Home

DETERMINING YOUR NEEDS

Through the survey in this guide as well as in person meetings, your Realtor will be able to help you narrow down your search in order to show you properties that meet your needs. Our Buyers Guide will be provided to you, which outlines the steps in our buying process, and your Realtor is always able to answer any questions you may have!



LANDING YOUR PERFECT HOME

Once you find the perfect place, you need to move fast! We don't rush our clients, but if you're properly prepared it won't feel rushed. We know how hard it is to find amazing places, and we simply want our clients to land them! When making an offer, your Realtor will protect your best interest by including conditions with the offer and negotiating with a maximum price in mind to ensure you stay in your comfort zone.



CLOSING AND POST PURCHASE

Your lawyer and mortgage broker will set up meetings with you before closing to sign off on the final documents. Your Realtor can help you book movers and advise on how to get your finances in order. The lawyer will let you know exactly how much you need to bring with you when you meet; it will include the land transfer tax and legal fees. Once you've done that, you get the keys! But it doesn't end there - our Realtors can refer you to maintenance professionals, and anyone else you may need to take care of your home or create your dream space.





**The secret to a great downsizing
experience is simple...**

just work with us.



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Not intended to solicit those already under contract.