

Upsizing Guide



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INDEPENDENTLY OWNED & OPERATED REAL ESTATE BROKERAGE

UPSIZING GUIDE —————

Lifestyle Planning

So, you're thinking of upsizing your home. First of all - congratulations! Upsizing your home and/or lifestyle is an exciting time and we're here to prepare you for the process.

Whether you're looking for a home in the same neighbourhood, or want to move somewhere completely new altogether, this guide will help you determine a list of needs and wants and take you through the process of preparing, buying and selling.

A trusted Realtor® is the key to a successful - and stress free - upsize. If you've purchased a home before, you'll know how much work goes into it, so it's important you select carefully, especially if you'll be making a bigger financial investment this time!

Upsizing your home (again, if you've purchased in the past) will also entail selling your current home.

To get started, ask yourself the questions on the following page.



Lifestyle Planning

What could your present home sell for and how much equity do you have?

What are your needs when it comes to space?

What are your needs when it comes to lifestyle? Example: amenities, distance to family and friends, commute time, physical space.

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

What are your current maintenance/utility costs, and what are you comfortable spending monthly?

Is this is your last stop before retirement? Make sure you don't settle on your non-negotiable wants (we'll help you make a list in this guide!).

Is your plan to buy before you sell, or sell before you buy?

If you are selling a current home, how quickly can you get it ready for the market?

Are there any minor repairs/upgrades your current home could use to increase sales value? (Your Realtor can help you with this!)



How to prepare your property for sale:

When it comes to upsizing, we know that the right home is always worth the wait. Therefore you would ideally purchase your new home prior to selling, in order to give you the utmost flexibility and less pressure to choose a home because the closing date on your current property is coming up. Understanding your options and any potential risks is an important first step in the upsizing process.

Regardless of which avenue you choose, it's important to prep the home you're living in as early on as possible so that you're ready when the time comes and can focus on adding the maximum value.

MINOR RENOVATIONS AND REPAIRS

You may have done some upgrading to your home during the time you've lived there, but if not, there are a few things you can do that will increase the value of your home, as well as

make it more aesthetically pleasing to potential buyers.

Things like a fresh coat of paint and a solid deep clean/declutter go a long way!.

STAGING/PHOTOGRAPHY

Photos and video are critical to generating exposure for your property and greatly impact the effectiveness of the marketing and advertising materials. Even if you aren't listing your home immediately, having photos on hand ensures you're prepped for when you're ready to list!

OVERALL LISTING STRATEGY

There are advantages in selling prior to buying, namely that you have the clearest picture of what you can afford. In order to ensure you aren't rushed into finding a new property to purchase, looking at short term accommodation options can provide flexibility. If your goal is to buy first, it may influence your pricing strategy when selling if a quick sale becomes a priority. Discuss these items with your Realtor well in advance.

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! 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.



Determining Needs vs. Wants

It's important to gain a thorough understanding of what your needs vs. "nice to haves" are, in order to help you narrow down your search. Rate the following from 1-10, using the scoring key below to determine what factors are most important to you! This will help your Realtor when sending you listings, and taking you on showings to potential properties. If you have a partner/spouse, there is a second column they can fill out!

SCORING

1 - 3: I don't agree 4 - 7: I'm neutral 8 - 10: I strongly agree

LOCATION

I do not want to spend a lot of time commuting to work	_____	_____
It's important that I can get to daily needs without a car	_____	_____

AMENITIES (URBAN)

I want to be close to multiple restaurants	_____	_____
I want to be close to shops	_____	_____
I want to have easy access to public transit	_____	_____

AMENITIES (NATURE)

I want to be near the water (lake/river)	_____	_____
I want to be able to access hiking and/or walking trails easily	_____	_____
I want lots of outdoor space	_____	_____

MAINTENANCE

I want a turn-key home	_____	_____
I do not want a home that needs repairs/renovations	_____	_____
I would rather pay maintenance fees than do my own maintenance	_____	_____



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Not intended to solicit those already under contract.