



SMARTSIZING FOR SENIORS

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EMBRACING A NEW CHAPTER

Downsizing traditionally means moving to a smaller, more manageable home and simplifying your life. Many seniors choose to downsize to reduce maintenance, cut costs, or transition to more accessible living. While it can be daunting, addressing common concerns helps make the process smoother.

But what if downsizing could be more than just a reaction to a change in life circumstances? That's where **smartsizing** comes in. Smartsizing is about taking a proactive approach, and planning well in advance so that you're fully prepared when the time comes to transition. It's about aligning your living situation with your lifestyle, needs, and future goals—turning downsizing into an opportunity rather than a necessity.



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Smartsizing involves thoughtful planning and strategic decisions to create a living environment that best suits your needs, both now and in the future. This guide supports you through every step, whether moving to a smaller home, a senior living community, or decluttering. Smartsizing offers benefits like reduced expenses, a more comfortable living space, and peace of mind knowing you're prepared.

Our goal is to provide you with the knowledge and tools to make informed decisions and achieve a successful smartsizing experience. We'll guide you through evaluating your needs, planning your move, decluttering, selling your home, and settling into your new space. Smartsizing can simplify your life, reduce stress, and open new opportunities. This guide will help you navigate the smartsizing process with confidence and ease, turning what could be a daunting transition into a rewarding and manageable journey.



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TABLE OF CONTENTS

Vision & Mission

01

Understanding Smartsizing

02

Evaluating Your Needs

04

Planning Your Move

05

Decluttering & Organizing

08

Selling Your Home

10

Financial & Legal Considerations

16

Adapting Your Home

19

Resources & Support

21

Meet the Team

23



VISION

Achieve positive results by building client relationships based on Honesty and Trust, Guidance and Experience, Respect and Understanding, and Integrity and Accountability. With 20+ years of experience, we have the ability, knowledge and skill to help clients achieve their real estate goals.

MISSION STATEMENT

To be recognized as the leading provider of real estate services by delivering a positive experience. We are passionate about real estate. Helping people achieve their real estate goals is the foundation of our success. Respecting the individual needs of our clients sets us apart. Committed to delivering unsurpassed excellence in service and understanding the profound impact of real estate has on the lives of our clients.



UNDERSTANDING SMARTSIZING

The Benefits of Smartsizing

Smartsizing offers numerous advantages, including financial savings, reduced maintenance, and the ability to focus on what truly matters.

By planning ahead and aligning your living situation with your future needs, you can create a more manageable and enjoyable lifestyle, free from the burdens of a larger home. Smartsizing ensures you are prepared for the future, giving you peace of mind and control over your living environment.



Common Reasons for Smartsizing

Seniors choose to smartsizing for various reasons, such as health concerns, a desire for a simpler life, or the need to be closer to family.

By planning well in advance, you can strategically downsize when the time is right, rather than out of necessity. Understanding your motivations will help guide your decisions throughout the smartsizing process, ensuring that your new living situation perfectly suits your lifestyle and future goals.



EVALUATING YOUR NEEDS

Assessing Your Current Living Situation

Take a close look at your current home and lifestyle. Consider the amount of space you need, the maintenance required, and your long-term plans. This assessment will help you determine what you need in a new home.

Determining Your Priorities

Identify what is most important to you in a new living situation. Consider factors such as location, proximity to family and healthcare, and the type of community you want to be part of. Your priorities will guide your search for a new home.



PLANNING YOUR MOVE

Creating a Timeline

A well-planned timeline can make the smart sizing process smoother and less stressful. Start by setting a target move date and work backward to create a detailed schedule of tasks and milestones. By planning ahead, you can ensure a seamless transition, allowing ample time for each step and reducing the likelihood of last-minute stress.



Budgeting for Your Move

Smartsizing involves various costs, from selling your current home to moving expenses and purchasing a new home. Create a budget that includes all potential costs to avoid any financial surprises. By budgeting well in advance, you can manage your finances more effectively and ensure that the entire process stays within your financial comfort zone.

Researching New Living Options

Explore various housing options that fit your needs and preferences. Consider apartments, condominiums, senior living communities, and other types of housing. Each option has its pros and cons, so weigh them carefully. Take the time to tour potential new homes, evaluating their features, location, and community atmosphere.



Working with Professionals

Engage with professionals who can assist you in the smartizing process. Real estate agents who specialize in senior moves can offer valuable insights and support. Moving companies and downsizing specialists can help with packing, organizing, and transporting your belongings. Financial advisors and legal experts can provide guidance on managing your finances and understanding legal documents.



Positive Attitudes. Proven Results.



DECLUTTERING & ORGANIZING

Sorting Through Your Belongings

Begin by sorting through your belongings and deciding what to keep, donate, sell, or discard. Focus on keeping items that are essential and have sentimental value.

Tips for Effective Decluttering

- Start early and take it one room at a time.
- Use the "one-year rule": if you haven't used it in the past year, consider letting it go.
- Enlist the help of family and friends to make the process more manageable.



Utilizing Professional Help

Consider hiring a professional organizer or a senior move manager to assist with the decluttering process. These experts can provide valuable guidance and help streamline the process.

Emotional Aspects of Letting Go

Letting go of possessions can be emotionally challenging, especially items with sentimental value. Acknowledge these feelings and give yourself permission to feel them. Involve family and friends in the process, as they can offer support and help you reminisce. Remember that downsizing is about creating a simpler, more manageable life, and find joy in the newfound simplicity.



SELLING YOUR HOME

Simplifying the Selling Process

Selling your home can be complex, especially for adults aged 50 and above. A **Seniors Real Estate Specialist (SRES®)** can simplify the process by providing expert guidance and support every step of the way.

Pricing Considerations

Setting the right price is crucial for a successful sale. Your SRES® will analyze your home, compare it to the local market, and consider your unique financial situation to determine a competitive selling price.



Staging Your Home

Staging your home means presenting it in the best light to attract buyers. Your SRES® can help you with:

- Light landscaping (weeding, trimming, mowing the lawn, etc.),
- Making necessary or cosmetic repairs (leaky faucets, sticky doors, etc.),
- Hiring a service to thoroughly clean from attic to basement,
- Rearranging rooms to make them appear bigger, and
- Putting valued possessions in a safe place.



Showing Your Home

There are two types of showings:

- Open houses: Your home will be open for a few hours to REALTORS® and potential buyers, with your SRES® present the entire time.
- Individual showings: Scheduled by your SRES®, an agent brings prospective buyers to see your home.

Your SRES® will coordinate showings, ensuring your schedule and abilities are considered, and will likely ask you to be out of the home during individual showings to avoid awkwardness.



Negotiating the Sale and Closing

When an offer is made, your SRES® will present it to you and help you determine if it should be accepted, declined, or if negotiations should begin. They understand the local market and are familiar with your needs, ensuring you get the best possible outcome.



Packing and Moving

Moving out of your family home can be overwhelming. Your SRES® can connect you with professional services that can:

- Determine how much can fit into your new home,
- Help make decisions on what to keep and what to leave, and
- Manage the packing, moving, and unpacking process.

If you prefer to handle the move on your own, start organizing and packing early, setting small, achievable goals to alleviate emotional stress.



Settling into Your New Home

Once you've moved in, start unpacking and organizing your new space. Take your time to make it feel like home, arranging furniture and personal items to suit your preferences. Allow yourself to adjust to your new environment, and make small changes as needed to enhance comfort.

Staying Connected and Engaged

Building a new community and staying connected with loved ones is essential for a fulfilling life. Explore local activities and resources, and get involved in community events. Maintain regular contact with family and friends through calls, visits, and online communication.



FINANCIAL & LEGAL CONSIDERATIONS

Understanding the Financial Impact

Smartsizing can have significant financial implications. Work with a financial advisor to create a budget and plan for your financial future. Your SRES® can help clarify the financial picture by explaining how real estate fits into your overall financial plan, including taxes, retirement savings, and long-term care.



Reverse Mortgages

If you're at least 65 years old, a reverse mortgage may allow you to turn the value of your home into cash. Your SRES® can connect you with reverse mortgage counselors and lenders to determine if this option is right for you.

Managing Taxes

Selling your home involves various tax issues. Your SRES® can introduce you to legal, accounting, and tax professionals to help maximize your home sale profits.



Legal Aspects to Consider

Ensure all legal aspects of smart sizing are addressed, such as updating your will and estate plan. An elder law attorney, recommended by your SRES®, can help protect your assets and ensure all necessary legal documents are in place.



ADAPTING YOUR HOME

Smart sizing involves making your current home more accessible and comfortable as you age, allowing you to stay in your familiar surroundings. This approach focuses on modifying your living space to meet your changing needs, reducing the need to move and helping you maintain independence.

Barrier-Free Living

Adapting your home to be barrier-free involves making changes to ensure safety and accessibility. This may include adding grab bars in bathrooms, flattening thresholds, and installing brighter lighting. For more significant changes, such as installing ramps or chair lifts, a CAPS can provide valuable advice and assistance.



Universal Design

Universal design constructs a home to be fully accessible for everyone, regardless of age or abilities. If adapting your current home is not feasible, consider purchasing a home with universal design features. Your SRES® can help you find the right universally designed home to meet your needs and budget.



RESOURCES & SUPPORT

Helpful Resources

Take advantage of the **[list of available resources on our website by clicking here](#)**, including books, programs, and organizations dedicated to helping seniors smartsize. Explore senior support services and community programs that can provide assistance and enhance your quality of life.

Support Networks

Lean on your support networks, including family, friends, and professional support groups. Online communities and forums can also offer advice, share experiences, and provide encouragement throughout the smart sizing process.



Positive Attitudes. Proven Results.



Reflect on the key points covered in this guide, from evaluating your needs and planning your move to decluttering, selling your home, and settling into your new space. Smartsizing is a journey that can lead to a simpler, more fulfilling life.

Stay positive and motivated throughout the smartsizing process. Embrace change and new opportunities, and remember that smartsizing is a step towards a more manageable and enjoyable lifestyle.

For further assistance and personalized support, contact us today at (416) 398-1111. Subscribe to our newsletter for more resources, tips, and updates to help you navigate the smartsizing journey with confidence.



MEET THE TEAM

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Broker



Positive Attitude. Positive Results.

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