

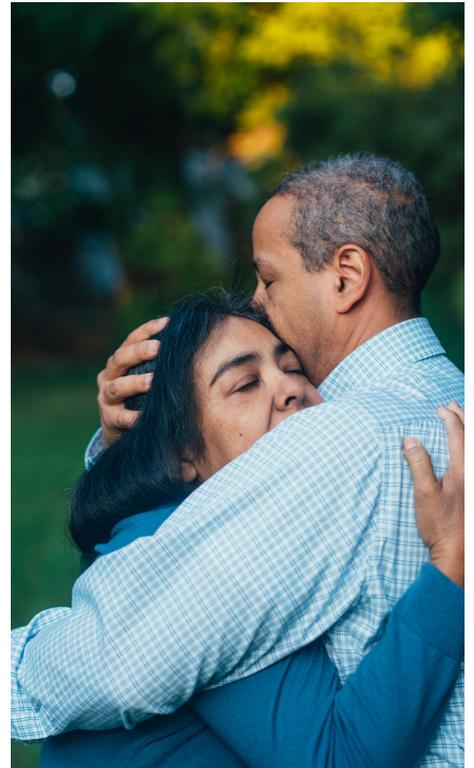
# 7 TIPS

TO HELP YOU DOWNSIZE

A GUIDE

FOR  
EMPTY NESTERS

*Parker St. Claire*  
Realty Company



# Barb Has the Buyers

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## Empty Nester: How to Sell the Place You Call Home

Are you an “Empty Nester” who needs a home for the future? Is it time to downsize or move into another home more suitable for your glorious retirement years? Like thousands of home sellers, you may be discovering that after years of non-stop child traffic in and out of your doors, toys on the floor, music floating throughout, suddenly you can hear a pin drop over the quiet hum of the refrigerator. Your rooms are filled with pictures and memories of this wonderful time in your life, but there are many empty rooms gathering dust now that your children have moved on. The freer ears ahead are exciting ones to look forwards to, and it may be time for you to move as well.

If you find yourself in this situation, you're in vast and good company. And what that means is there are many wonderful opportunities for you to create this new chapter in your life...if you know what it takes to get the most out of the equity you've built up in your current home.

To help you understand the issues involved in making such as move, and how to avoid the most common and costly mistakes most Empty Nesters make, we've prepared this special report to help you identify and plan for the move ahead.

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## 1. Have a vision of your new life

Moving and rightsizing is difficult and can be overwhelming. If you have a vision of your new life this will make your transition to a smaller home easier. Keep in mind your reason for downsizing. Perhaps you want more resources to travel, maybe you want to be closing the grandkids, or you just do not want to take care of that huge house anymore. Whatever, the reason, a well-executed plan will make the move far less challenging.



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## 2. Have a Plan

Your chosen real estate agent can help you plan out what works best for your current circumstances. Here is a short list of questions you should ask to build out your plan:

- Establish your Must Haves vs. Wants: Square feet, size of rooms, garage, bedrooms, garden, pets, location (distance to your doctors, shopping, place of worship, airport, public transportation, restaurants, entertainment), one floor, amenities in the neighborhood, storage, baths, and handicapped accessibility.
- Plan for the timing of your move. Do you need to move at a slow pace or all at once? Would you prefer to move into your next home before your current home sells?
- What are the things you need to keep and find a new home for?
- Do you have a list of what is important?
- What can you get help from in the down-sizing process?

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## 3. Declutter & Packing

- This is likely the most daunting of all and it can be less stressful if you hire someone to assist (college student for example) You can research values of your items on line or hire an appraiser or professional estate sale company (Everything But The House ® EBTH.com) for the higher end items.
- One room at a time. Maybe one room a week. Start with the room you use least. Start with large items because you'll feel like you are making progress. What would you miss if you came home to an empty house? Those items should be kept in an easy to identify & retrieve location and organized.
- For smaller items, have 3 or 4 piles: trash, donate, keep, give to friends or relatives (be sure your loved ones get something special) or sell (apps to help you: Letgo, Poshmark, Offerup, ebay, craigslist) or give away Salvation Army, Schools, Homeless Shelters and app for giving away TrashNothing.
- Repurpose sentimental items
- Photo children artwork
- Digital photos of photos and video
- Photo book (snapfish.com)
- When you are de-cluttering and packing or storing for your next move, its important to stay organized. Consider color coded labels on your boxes that signal...*"open these first"*.

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## 4. Enlist an Experienced Real Estate Agent

Your ideal agent should have experience with sellers who have downsized and has a team in place to assist you through the process.

The real estate agent will enlist your support team that will ensure you market and sell your home for the highest return. Your team of trusted vendors:

- Stager
- Contractors
- Landscaper
- Attorneys
- Accountant
- Packers and Movers
- Consignment shops
- Estate Sales
- Storage or Pod



Your agent will advise you on the value of your home and what updates will have the greatest return and assist you with your new home lease or purchase.

It is important to have a good rapport with your agent, and not feel rushed with the process.

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## 5. Options for your Next Home

You have many choices in home types and home styles. Consider making your selection based on your needs. Housing styles include:

- Smaller house on one floor
- Patio home (detached home with landscaping managed by HOA)
- Townhome
- Condo
- Adult lifestyle community
- Independent living apartment
- Assisted Living
- Retirement Home
- Relative or Friend's Home



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## 6. Financial & Buying Options

Your trusted real estate agent should provide you with multiple financial options and resources to minimize your costs and allow you to financially make this transition. Many prospective downsizers are afraid they don't have the money to buy their next home. An experienced agent will share feasible options and ideas that makes the best sense for your situation. There are lots of choices:

- Sell First
- Home Equity Line of Credit
- IRA
- 401K
- Reverse Mortgage
- 1% down mortgage you can pay off once you sell your home
- Seller financing on the home you will buy
- Move in to your new home and close on your old home later
- Stay in your home after you sell before you find your new home
- Rent to own and buy once your house closes



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## 7. Details to Consider When Moving to your New Home

A checklist or a down sizing notebook would help you remember all the little things that you should do after you move. Here is a short list of 'to-dos' after you move:

- Postal Address change
- Switch Utilities
- Switch Security System
- Cancel and Order homeowner's Insurance
- Notify investment accounts, bank, friends and family, service providers, magazines, newspapers, Life Alert, Insurance Companies of new address
- Unpack
- Celebrate!



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## 4 BIG REASONS To Call BARB SCHLINKER To Sell Your Home

### BARB SCHLINKER TEAM VS AVERAGE AGENTS

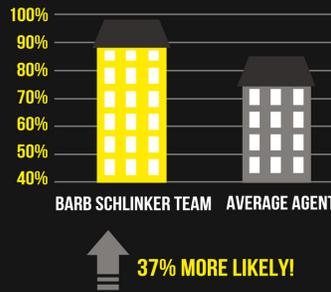
**1 Your Home Will Sell For More Money**



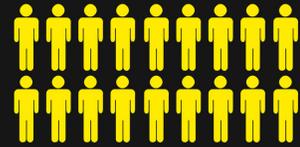
**2 Your Home Will Sell Faster**



**3 Your Home is More Likely To Sell**



**4 Our Database of Buyers in Waiting**



We've got over  
**16,707 Buyers** in  
 our Data Base  
 looking for a home.

If you are considering making a move and would like to get access to our trusted local resources that can help you make the move, please call my team at **719-301-1802**.

Sincerely,  
 Barb Schlinker  
 Broker – Parker St Claire Realty



CERTIFIED 100% VETERAN OWNED BUSINESS

Your Home Sold  
**GUARANTEED**  
 Or I'll Buy It!\*

\*conditions apply

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 at **719 301 1802**  
 and Start Packing!

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 & HEARD ON:

