



Making the Move: *Your Next Chapter*

How to know when it's the right time to move on from the home you've loved to one that matches your life right now.

***Plus!* How to buy your next home and sell your current home at the same time with maximum profits & minimal stress so you don't end up with no home or two homes for too long.**



Life changes and so do our needs and wants in a home.

Your cozy home now feels cramped. Your hip neighborhood now feels noisy. Your job and commute have changed. Your oldest child is starting elementary school soon. Your youngest just graduated from college. You're getting married. Your retirement is approaching. You want to travel more and not worry about the big house and yard.

There are many reasons it makes sense to change homes when life changes.

Whether your life has changed, or will be changing, your home plays a huge part of your day-to-day life. If you are starting to daydream about a home that better fits your current needs and lifestyle, it might be time to right-size!



How Exciting!

And yet, just the thought of everything you have to do to go from where you are to where you want to be can feel overwhelming and stressful both physically and financially.

This is where I come in. I can help you move on to your “right” next home with proven strategies that can make it all go smoothly and successfully. The goal of this guide is to help you feel less stressed and more confident as you begin this exciting journey of right-sizing!

Read through this guide and take a deep breath.
I've got you.

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Step 01

WHAT IS RIGHT-SIZING?

Right-sizing is finding a home that better reflects what you need (and want!) for your life now.

“Right-sizing” is a term I coined (I’m sure I’m not the one who made it up, but I had never heard it before!) that means your current home is either too big, too small, or not a right fit for your life right now.

Your current home was perfect for a time, but now it’s not and it’s time to move to a home that supports what you need in this next stage of life.

Rather than continue to “put up” with what’s not working anymore at your current home, you can make it “right” --

Whether it’s moving up to a larger home with more space **OR**

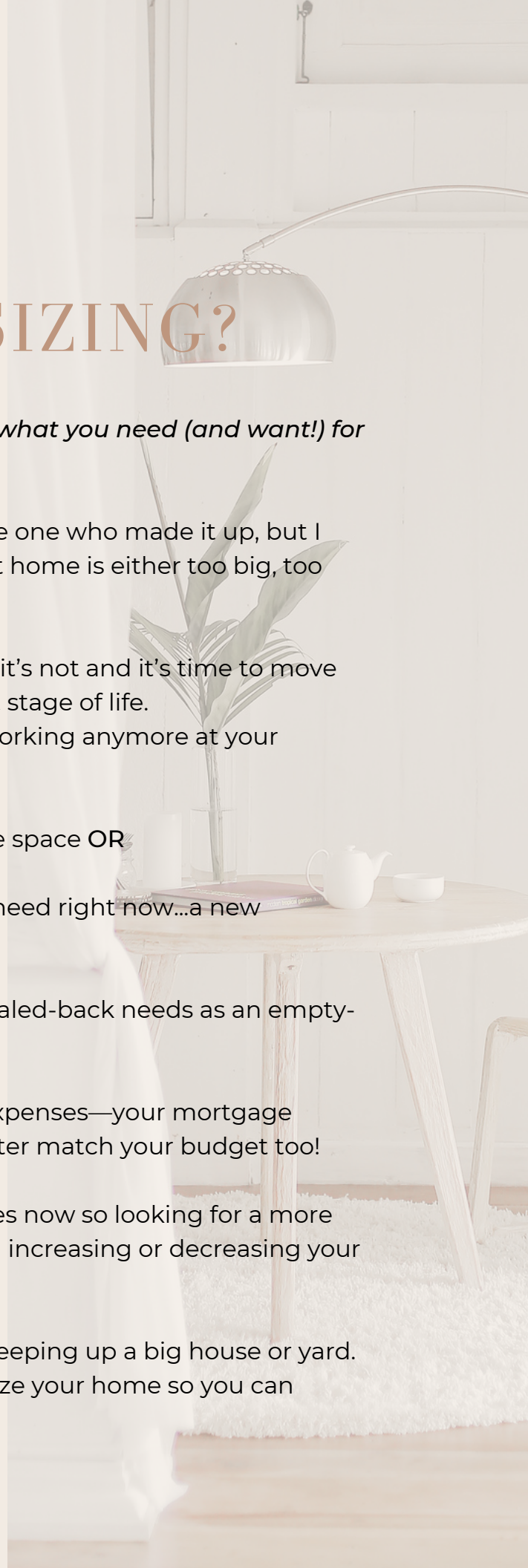
Moving to a new location that better fits what you need right now...a new commute, schools, etc. **OR**

Downsizing to a home that better fits your more scaled-back needs as an empty-nester or retiree.

Part of right-sizing can also mean changing your expenses—your mortgage payments, maintenance costs, utilities, etc— to better match your budget too!

Maybe your current home is a drain on your finances now so looking for a more affordable home is a top priority for you rather than increasing or decreasing your square footage.

Or, maybe you just no longer want to spend time keeping up a big house or yard. All of these examples are perfect reasons to right-size your home so you can reach your goals.





Step 02

MOVE OR STAY HOW TO KNOW WHEN TO RIGHT-SIZE

Several factors can push you to know that it's the right time to right-size your home, both emotionally and financially.

Moving can be a hard decision. We can get stymied from making a decision at all. But, if you day dream about what life could be like in a new home or you constantly feel burdened by your current home, listen to those clues and start by making a list about why you want to right-size.

Signs It's the Right Time –

First up, money factors. Here's what to consider:

- **Equity in your home.** You have a substantial amount of equity in your current home that you could use to put toward your next home.
- **Positive financial outlook** – steady employment/income or stable finances/investments. Whether you want to be approved for a larger mortgage for a larger home, or you want to downsize your expenses.

- **Stable interest rates to make buying more predictable and desirable.** Stable rates attract buyers to your home, and these rates make it better for you to budget for your own next home.

Solidify your needs and wants. Here's what to consider:

- **Your life has changed or will change.** A home that reflects your new needs, whether a growing family, single mom, or empty nesters. Life happens, things change, and your home needs to change along with it.
- **Can't or won't remodel.** A fixer upper's dream...or nightmare? Whether your yard is too small, not zoned for expansion, or you just can't go through the mess and cost, sometimes it makes more sense to just find something else.
- **Location, location, location.** You want a better school district, a less noisy neighborhood, more yard space to entertain in, or less yard space to maintain, a shorter commute, or you've got the freedom to live anywhere with remote work or retirement.
- **Square footage is NOT working – too much or too little.** You want to say good-bye to rooms cluttered with toys, or you have unused bedrooms sitting empty that you have to clean, heat, and cool. You want to move from that starter home to a "forever" home; or you want to move from your "forever home" to that condo that allows you to save time and money on maintenance costs and allows you to just lock the door and travel for months at a time.





Step 03

BEFORE YOU RIGHT-SIZE

ASK YOURSELF THESE TWO QUESTIONS

It's important to take some time and really explore your reasoning to move to a right-sized home. You want to be methodical and purposeful and fully understand why you want to move and what you envision is the objective of your next home in your life.

That's why you need to ask yourself these two questions:

- 1) How long do I want to live in this next home?
- 2) What is the #1 driver of my decision to move?

Your first answer will help you determine your #1 driver and all of your "must-haves" and what you're "willing to compromise" on. These questions will point you in the right direction for YOUR right-sized home to match the timeframe you anticipate living there.

Everyone is at different stages of their lives with evolving needs and wants. This next move should address any new or upcoming stages during this time period.

Whether you decide your #1 driver is "moving for schools" or "your forever home," I'm here to help you jumpstart your thinking and help you brainstorm what you want for your next home.

And I can strategize with you no matter what your circumstances. Whatever you are going through or thinking about is possible. Together we can get it RIGHT!

Step 0 4



HOW TO RIGHT-SIZE

You don't want to end up in the dreaded homeowner's Catch-22 dilemma...

having two mortgages at once

OR having no place to live at all!

Timing is everything. I want to hear from you months, even years before you are ready to move so we can focus on timing everything right. When we talk, I'll ask you a set of specific questions to determine if you should:

- **SELL** your current home first and use the proceeds to buy a new home.

OR

- **BUY** your new home first and then quickly and profitably sell your current home. This can be easily done in most cases using the many financing options out there that I'll tell you about.

Your decision also depends on the current market in your neighborhood, where you want to buy, your particular finances, and what you truly feel most comfortable pursuing.

There are specific steps we'll both need to take once the decision is made to buy first, or sell first. I've got it down to a science so the results are predictable and everything aligns in your favor!

We will discuss all of this in more detail during our initial conversation, but here's a brief overview of the pros and cons of buying first, or selling first...

Buy Before You Sell...

PRO: You can search for a new home without any pressure. With my *"Find It For Me"* service you can take the time to find an off-market home perfect for you and purchase without the hassle of competition. No need for interim housing.

CON: A risk of double mortgage payments. You don't know the exact net proceeds you will get from your current home so budgeting is difficult. You may have to write an offer contingent on the sale of your current home which will often make it more difficult to get your offer for the new home accepted.

Sell Before You Buy...

PRO: Less pressure on the sale of your current home to accept a lower offer or unfavorable terms since you don't need to meet purchase deadline. You'll have the full profit from your home sale available, so your offer on the new home is stronger. If your new home is less than the old one, you might choose to buy it all cash making current interest rates irrelevant to your purchase.

CON: You may need interim housing – either renting back your old home from its new owners or finding another place in between homes. You have more pressure to buy and may compromise on the new home more than you had wanted. But don't worry! All of this can be avoided with the financing options available to my buyers who need to buy and sell at the same time. We will discuss those options at our consultation.



Step 05

BE STRATEGIC AND PREPARED

No matter what you (and your lender) determine is financially feasible, to buy or sell first, you must take these steps to set yourself up to right-size with success.

01

Get your home ready to sell.

Even if you decide to buy first, we'll want to get your home ready to sell while we are looking for that great next home. That way we can get your home sold quickly once you do find that next perfect home.



02

Timing the market.

There are better times to both buy and sell in our market. I can explain what those natural ebbs and flows are so you can be prepared and strategic with the sale of your current home and the purchase of your next home.



03

Get pre-approved for a mortgage.

You MUST do this no matter what if you plan to have a mortgage on your next home. There are many different options to choose from and this may be the deciding factor as to whether you will buy first, sell first, or buy & sell at the same time.





04

Examine financing options.

These days, there are so many great financing options out there to make buying and selling at the same time less stressful. I can explain the pros and cons of each so we can decide on the perfect option that works for your specific financial situation.

05

Be an efficient and smart "shopper."

We'll be strategic. I'll help you narrow down homes that are within your budget and your criteria and not distract you with homes that aren't a good fit.



06

Understand contingency clauses.

We'll review the pros and cons of these clauses and how they work in the current market. You can agree to sell your current home contingent on purchasing your next one/or agree to buy your new home contingent on selling your current home. They also cover inspections, loans and appraisals. You want to be educated on these before negotiations start.



Step 06

RIGHT-SIZE WITH SUCCESS - YOU'RE NOT ALONE

You've got two major transactions to coordinate in a short period – this needs to be done RIGHT!

Moving to your next home can be a logistical nightmare since you're dealing with lenders, appraisers, lawyers, home inspectors, movers -- and for some clients, there are contractors, storage places, and junk removers. Whew!!

That's why I'm here to help you as a trusted resource that can take you from step one all the way to your successful move. It can be so much easier and less stressful when you know what needs to be done and by when, and with plenty of time to do it all!



MY PROMISE TO YOU:

- **We'll go at your pace, however long that takes.** Most of my right-sizing clients take months, even years to make this big move and that's okay!
- **I'll share the questions you need to ask yourself.** That way you WILL end up with the best next home for YOU.
- **No buyer's remorse here!** But, for some reason, if you aren't happy within 12 months of your move, I'll sell your new home for you for FREE. I call it my No Buyer's Remorse Guarantee. Terms and conditions do apply, such as still needing to pay the buyer's agent and other costs of selling, just not me, but I'll lay them all out clearly to you. Don't worry, there's nothing tricky, I just truly want you to love your next home or I'll make it right.
- **I'll introduce you to the many financing options that make buying and selling at the same time possible.** I'll explain how it all works so you don't end up with two mortgages or no home.
- **You'll know exactly what to expect and when.** We'll work together at each step along the way.
- **We'll plan it, and then do it!** You'll know how to best time it all from start to finish so you can get to where you want to go to be where you want to be. I'll help you coordinate these two very important transactions. That includes communicating and coordinating with all significant parties involved with buying and selling at the same time.



LET'S RIGHT-SIZE YOUR HOME AND YOUR LIFE!

If you are thinking of RIGHT-SIZING in the coming year or even later, I can't emphasize the importance of scheduling a time to talk well before you plan to move!

Reach out to me before you are ready to start packing so we can create a plan that will save you time and money.

I'm here to help and looking forward to meeting you when the time is right. Sometimes the first step is the hardest, don't worry, I'll help you along the way. Simply email me at rachel@YourNextCAhome.com and we'll set up a time to talk in person or online whatever you are most comfortable with.

I look forward to hearing from you and helping you start your next chapter in life!

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