



## The First Step

This guide to downsizing is the first step in the planning process of downsizing your family home. The home that has provided comfort, warmth and security to you and your family for years, may now be the home you prepare to sell.

This can be a challenging and emotional time for you, so we will take this slow, and go "through the process". There are several questions you must ask yourself and discuss with your partner.



## Meet Sharon

I am a local Realtor in the Montgomery County area, outside of Philadelphia. I am a Multi-Million Dollar producer with Compass. I thrive in helping homeowners sell their homes, as well as help buyers find their perfect home to buy.

The specialty of downsizing expert has been developing for years. There are many steps to go through, many discussions to have, many questions to answer, and I have had great success helping my clients navigate this process.

I can't wait to start our discussion.



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Sharon Laudenschach

# Guide to Downsizing





## 01

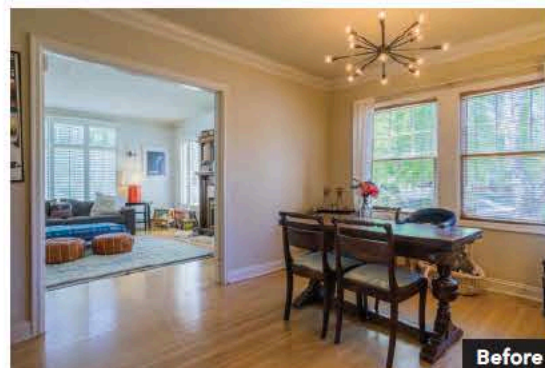
### What is your goal?

There can be so many goals to downsizing. Is your goal to reduce the burden of the large expensive family home? Is your goal to reduce the burden of time spent upkeeping the homes interior and exterior? Is your goal to move to an area that is more in-line with the lifestyle you want to live?

## 02

### Are your children about to move-on to college or have they already “launched”?

What are the upcoming needs for your family? Do you have children that come home during college break? Do you need room for visitors only at the holidays? These answers are very important when deciding what your next home requirements will be.



## 03

### What do you envision your next home looks like?

Do you want a first floor master suite? Do you want a community with other Empty-Nester folks? Do you want to stay close to family and friends? Do you still want to have the privacy of a single-home, just a smaller one? Start writing down those “wants” for your new home, this will come in handy when you start working with your realtor.



## 04

### Can we buy our next house before selling our current home?

This is a crucial question that must be discussed, and probably with some advice from your realtor and a mortgage lender. There are lots of factors that go into this decision, and everyone’s financial picture looks different. At Compass we have a great program that is a simple solution to bridge the gap between the home you have and the home you want. For more information visit: [compass.com/bridge-loan-services](https://compass.com/bridge-loan-services)

## 05

### Is your home ready to be listed on the market?

Take a look around inside and outside. What are those little “projects” you never completed? Do they need to be completed before listing your home? Look at the flooring, how worn down is the carpet? Look at the tile work in the hall bathroom, does it need re-caulking? The Compass Concierge program is a hassle-free way to sell your home faster and for a higher price with services like staging, flooring, painting and more with no up front costs or interest-ever. For more information visit: [compass.com/concierge](https://compass.com/concierge)

