



Empty nesters? Too much space? Tired of the upkeep?

The Ultimate Rightsizing Guide: How to Know It's Time—and What Pitfalls to Avoid

Compliments of
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The Procenko Group



So, you're thinking about a change?



Deciding to sell your home is a significant life transition at any time, and even more significant when you're thinking about moving to something different, smaller or perhaps someplace new.

Whether prompted by the empty nest syndrome, retirement, or the desire to simplify life, **rightsizing** (as we like to call it), can be both exciting and emotional when leaving a home with so many fond memories.

It can also be a rewarding decision that opens up new opportunities for financial freedom, the ability to travel, reduced maintenance responsibilities, and an overall simpler lifestyle.

Regardless of the reason, making the decision to downsize or rightsize requires careful consideration of many factors from your financial health to your emotional readiness.

This guide outlines a simple 5-step process to help you get closer to understanding if now is the right time to make this decision. By following this process, you can confidently navigate the decision-making journey and prepare for the next chapter of your life with ease.

So, if you're ready to dive in, let's get started!


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Creating a Life Plan

As you plan for the next stage of your life, stay true to who you are. Let your values, passions, and dreams guide your time and energy.

It's easy to be swayed by external expectations, but what truly nurtures your soul? What brings you joy? How do you want to spend your days?

A well-thought-out life plan helps you stay on track for the next chapter. Consider these key questions as you shape your future:

Lifestyle & Living Arrangements

- Do you want to make lifestyle changes?
- Could a new location or neighbourhood support these changes?
- What style of home suits your ideal life?

Where Will You Live?

- Will you downsize, cross-size, or relocate?
- Would a retirement community offer the lifestyle you envision?
- Do you see yourself living in multiple places?

If You Move...

- What will you miss about your current home?
- What excites you about your new home?
- What makes a space feel like home for you?

How Will You Spend Your Time?

- Will you continue working, volunteer, or travel?
- Do you want to support family, learn, or teach?
- What's something you've always wanted to do but never had the time for?

This isn't just wishful thinking—it's a plan. And the best time to start shaping your future is now.



Designing a Home That Supports Your Next Chapter



Now that you've reflected on your life plan, it's time to consider the home that will best support it.

For many, downsizing is really about rightsizing—choosing a home that enhances your lifestyle. It's not just about square footage; it's about creating a space that aligns with how you live today. For some, that means a walkable neighbourhood to stay active. For others, it's less maintenance—no more snow shoveling or surprise repairs. And sometimes, rightsizing even means more space if it better fits your needs.

Function Over Size

A well-designed, flexible space is more valuable than an oversized home with unused rooms. Avoid these pitfalls:

- Buying a home to fit your stuff—declutter first and keep what truly matters.
- Choosing a home for rare gatherings—unused space is a costly mistake.

Instead, make sure every space serves a purpose. A main-floor gym with a view, a multipurpose den, or a thoughtfully designed open space can add function and joy to your home.

Make Room for You

If you're rightsizing with a partner, consider a personal retreat space—a cozy corner or dedicated room to recharge can make all the difference. Rightsizing isn't just about moving—it's about designing a home that supports your best life.



5 Steps to Knowing When and How to Rightsize Your Home

Step 1

Understand your current and future lifestyle needs.

Before making any decisions, it's important to take a step back and reflect. Ask yourself these 10 powerful questions:

- **Is my home working for me—or am I working for my home?** If maintaining your property feels like a never-ending task, your home might be more of a burden than a benefit.
- **How much of my space do I actually use?** Are there entire rooms in your home that sit empty most of the time?
- **Do I feel overwhelmed by my belongings?**
- **Am I choosing to stay, or am I afraid of change?** Staying in a home that no longer serves you isn't the same as *loving* your home.
- **What would I rather be doing with my time?**
- **Is my home set up for the future?**
- **If something unexpected happened, am I prepared?** Could you function in your home if you had health or mobility issues?
- **Could my home's value be working for me?** Your home is likely one of your biggest assets—could selling now unlock financial security or new opportunities?
- **Do I want to spend my money on my home—or on my life?**

If not now... then when? The best time to plan is when it's a choice, not a necessity.



Assess your current financial situation and potential outcome.

Now that you understand the potential impact on your lifestyle, the next step is to determine the impact on your financial world. Here are a few thought-provoking questions that will help guide you in the right direction here.

- Are you wanting to reduce your overall monthly expenses?
- Are you wanting to free up capital for retirement, travel or perhaps to have more flexibility to provide financial assistance to your children/family members?
- Do you know what your current home costs to maintain each month: Mortgage, taxes, maintenance and utilities?
- What is your ideal monthly housing cost number? How much are you trying to save?
- Do you know what your current home is worth?
- Do you know how much you would like to spend on a new home?

The last two questions are where we come in.

When you're ready, we'll set up a **complimentary market evaluation** of your current home, as well as discuss a few options of where you would like to go based on your lifestyle preferences and financial goals. Simply call, text or email anytime to learn more.



Step 3

Choosing The Right Agent

Downsizing requires more than just any realtor—it takes an expert who understands the complexities of this transition. You need someone with experience, patience, and a full-service approach. Here's what to look for:

Pricing Expertise

The right list price is crucial for a fast, profitable sale—but it's harder to determine than it seems. Setting an optimal price requires market knowledge, analysis, and sharp instincts. This is our specialty—just 1% more can mean thousands in your pocket.

Skilled Negotiators

Negotiation is an art. Our team brings expertise, confidence, and calm to the process, helping you navigate offers, decide what to include, when to compromise, and when to walk away.

Strategic Marketing

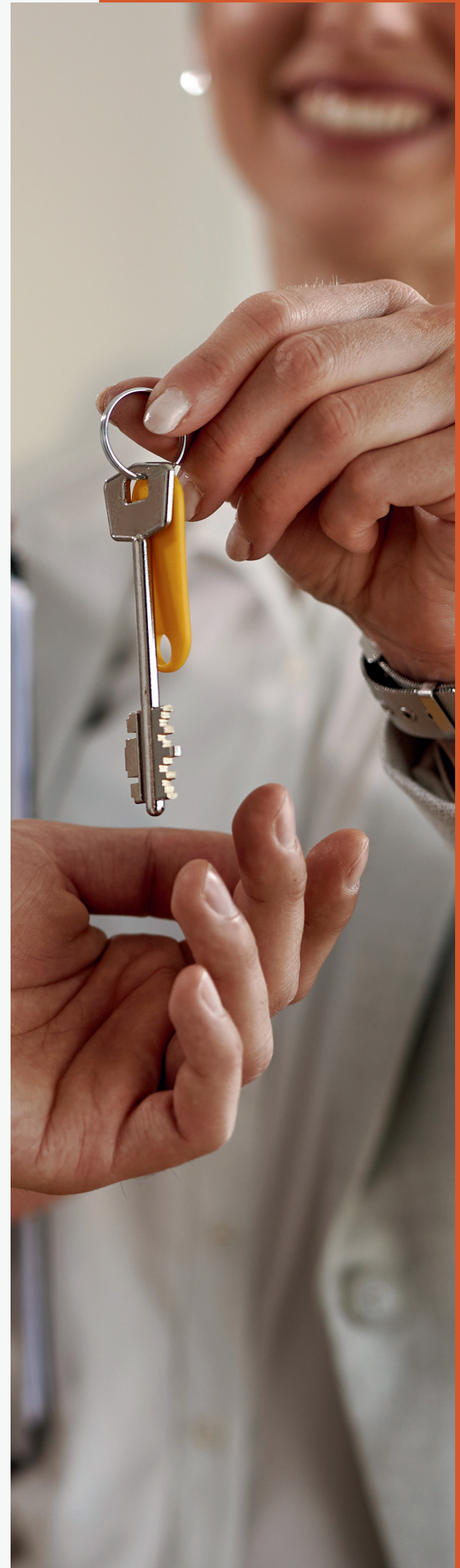
Selling a home today takes more than an MLS® listing. Our multi-channel marketing ensures your home is beautifully showcased and seen by the right buyers—everywhere they look.

Market Expertise

A skilled agent must be on top of market trends. We analyze local and national data regularly, ensuring you understand all factors affecting your sale and purchase—so you don't undersell or overpay.

Stress-Free Experience

From paperwork to movers and contractors, we handle it all for a seamless transition. Why settle for an agent who *just* lists your home when **you can have expert guidance and project management from start to finish—at no extra cost?**



Step 4

Making The Decision to Buy or Sell First

This is one of the most common questions sellers ask, and the answer depends on your circumstances. Here are five scenarios to help you decide:

1. In a Seller's Market

Start with the longer transaction. If homes are selling fast, finding the right new home may take time—so buying first is often the safer bet.

2. In a Buyer's Market

When buyers have the advantage, selling first ensures you secure your equity before purchasing. With plenty of options available, you can buy with confidence.

3. Buying with a Condition on Selling

A subject to sale offer allows you to buy on the condition that your current home sells. While not always accepted, sellers in a buyer's market are more likely to agree.

4. Can You Carry Two Homes?

If you can afford to hold two properties for a few months, buying first lets you secure your ideal home. If you need bridge financing, arrange it in advance.

5. Do You Have a Backup Plan?

Closing dates don't always align. If you can't carry two homes, have a temporary living arrangement in place just in case.

Every situation is unique—let's create a strategy that works for you!



Planning for the Process With Confidence and Ease

Moving is complex, but selling and buying simultaneously requires careful strategy. From prepping your home for market to securing financing and managing logistics, our Rightsizing Process ensures a smooth transition.

We've Got You: A Proven Plan for Rightsizing Success

- 1 In-home Consultation** – On an invitation, we will visit your home and understand your current situation and future goals. You will also learn about the services we provide and how we can best help.
- 2 Creating a Customized Plan** – The next step is working out a timeline and creating a personalized plan. While guiding you every step of the way, we'll connect you with the right professional on our team for any support you need.
- 3 Finding Your Next Home** – We'll work closely with you to help find the ideal home. Working on your behalf, we will negotiate the best price and terms possible, while protecting you fully throughout the process.
- 4 Moving Into Your New Home** – We can manage everything from decluttering, floor planning and packing, to moving and unpacking, making sure everything is set up just how you like it (bed made, TV working, boxes removed, etc.) We also manage any excess items that you no longer want or need.
- 5 Selling Your Home** – Preparing, marketing and selling your home to achieve a fantastic outcome is our specialty. We strategize, manage the sale process, and monitor the house until closing. Our goal is always to get the maximum sale price within your home's market value range.
- 6 Managing the Details** – You get our unlimited expert advice every step of the way. We execute your plan within your desired timeline and handle every detail of your rightsize with the utmost care and consideration. You remain in full control of the process at all times.

CLEARING OUT AN ESTATE? WE CAN HELP!

Avoid These Costly & Stressful Rightsizing Mistakes

1. Waiting Too Long to Decide – The worst time to move is when you have no choice. Rightsizing on your terms means more control, better options, and a smoother transition. Start planning early to avoid last-minute stress.

2. Underestimating the Emotional Side – Your home holds decades of memories. Saying goodbye takes time, support, and a plan that honours your past while embracing your future.

3. Overlooking Financial Realities – A rushed sale, unnecessary renovations, or hidden costs can shrink your profits. Strategic planning ensures you maximize your home's value and walk away with more in your pocket.

4. Choosing the Wrong Location – A home should enhance your lifestyle, not limit it. Consider accessibility, healthcare, and community connections.

***Our Market Education Process helps you find the perfect fit.**

5. Neglecting Legal & Estate Planning – Selling has legal and tax implications. Wills, power of attorney, and probate must be in order to avoid complications and family disputes. Planning now prevents stress later.

6. Turning a Challenge into a Fresh Start – Rightsizing isn't about loss—it's about gaining freedom, flexibility, and a home that fits your next chapter. The right plan makes this transition empowering, not overwhelming.

Which of these resonates most with you? Let's chat about making your rightsizing journey stress-free and profitable!



Trying to Do It All Alone? You Don't Have To.



Rightsizing is overwhelming—packing, decluttering, coordinating movers, and selling a home is a full-time job. Without the right support, it can feel exhausting instead of exciting. But you don't have to do this alone.

Surround yourself with a team that makes your move easier, not harder. Family and friends can offer support, but a **trusted Realtor is your go-to guide**, connecting you with rightsizing specialists, movers, estate planners, and other key professionals to make the process seamless.

Worried that your loved ones live far away or are too busy to help?

We regularly work with families from a distance, handling the details so you don't have to. Let us take care of the logistics, so you can focus on what truly matters—starting the next chapter of your life with clarity, confidence, and peace of mind.

📞 Let's talk. Your stress-free rightsizing journey can start today!





Ready to take the next step and learn more?

Book Your Complimentary Rightsizing Consult & Market Assessment Today.

Call the Rightsizing Experts!
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