ROYAL LEPAGE Atlantic GO BEYOND

Downsizing handbook

A GUIDE TO STRESS-FREE DOWNSIZING



Olesia Bemister-Zozulia

◆ YOUR PROPERTY MATCHMAKER ◆

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A BIT ABOUT ME

OLESIA ZOZULIA

ROYAL LE PAGE ATLANTIC

- Speak Ukrainian, Russian, English, Italian
- I have a background in marketing and copywriting, so you can rest assured your listing description and images will always stand out!

- TOP-20 Royal Le Page Atlantic Agents

- President's Gold in Sales for 2023. Rookie of the year for 2023

- Active volunteer in Ukrainian Community of Halifax, helped organize and sponsor multiple events in support of Ukraine.
- Instagram – mrs_real_estate_Halifax,
- Facebook – Olesya Zozulya

ROYAL LEPAGE
PRESIDENT'S GOLD
AWARD

OLESIA BEMISTER-ZOZULIA
OZ
YOUR PROPERTY MATCHMAKER

ROYAL LEPAGE
Rookie of the Year

ROYAL LEPAGE Atlantic GO BEYOND



Downsizing

Basics

BENEFITS OF DOWNSIZING

LOWER UTILITY BILLS

Even if you change nothing about your daily habits, downsizing can significantly reduce your energy costs.

INCREASED CASH FLOW

Lower utility bills translates to more cash to spend on other things. You can redirect that money into a rainy day fund, pay down your mortgage, travel the world, or bankroll a new business venture.

LESS CLEANING

Less stuff and a smaller space means less cleaning. Almost every household chore will be easier and less time-consuming in your new home.

REDUCED CLUTTER

If clutter stresses you out, downsizing can be the perfect solution. Moving into a smaller home forces you to scale back your material possessions, making it easier to stay organized.





ARE YOU READY TO DOWNSIZE?

WHAT IS YOUR MOTIVATION FOR DOWNSIZING?

A) Financial reasons
B) Simplified lifestyle
C) More comfortable living
D) Other

HOW DO YOU FEEL ABOUT LETTING GO OF THINGS?

A) Ready to declutter
B) Want to downsize but need support
C) I am attached to my belongings
D) Other

ARE YOU PREPARED FOR THE LIFESTYLE CHANGES?

A) Excited about the possibilities
B) Open to change but have some reservations
C) Need more information
D) I prefer my current lifestyle

HOW DO YOU ENVISION YOUR IDEAL LIVING SPACE?

A) Love minimalistic style!
B) Functional, with space for hobbies
c) Similar to my current home, but less cluttered
D) Spacious and filled with belongings





RESULTS

Mostly (A)'s: You appear to be well-prepared and enthusiastic about downsizing. You likely have a clear vision of your goals and are ready to embark on this journey with confidence.

Mostly (B)'s: You have some willingness to downsize but may need additional support or information to fully commit. Consider exploring resources and discussing your concerns with loved ones.

Mostly (C)'s: You have mixed feelings about downsizing and may be unsure about certain aspects of the process. Take time to reflect on your priorities and gather more information to make an informed decision.

Mostly (D)'s: You may not be ready for downsizing at this time. It's essential to evaluate your readiness and preferences before considering such a significant lifestyle change. Remember, if you're uncertain or have questions, don't hesitate to contact me, your trusted REALTOR®, for guidance and support.

As your REALTOR®, I'm here to assist you throughout the downsizing process and help you make informed decisions that align with your needs and preferences.



BUY OR SELL: WHAT COMES FIRST?

Here are some considerations to help you decide:

1. Determine if you're **financially prepared** to handle both transactions simultaneously. Check with your mortgage broker about bridge financing. Consider factors such as your current mortgage rates, available equity, down payment for the new home, and any potential costs associated with selling your current home.

2. **Market Conditions:** Evaluate the current real estate market in your area. If it's a seller's market with high demand and low inventory, you may want to prioritize buying first. Conversely, in a buyer's market with more inventory and less competition, you might focus on selling your home first.

3. **Type of Home:** If you're upsizing and your home is affordable for many buyers, you may be able to buy first . If you're downsizing, selling first might be a better option to avoid carrying two mortgages simultaneously.

4. **Sale of Buyers Property:** Explore whether you can make your purchase conditional on the sale of your current home. A conditional offer allows you to proceed with a transaction while stipulating that it's dependent on the successful completion of another.

5. **Timing:** Consider your desired timeline for moving. If you're in a rush to relocate, you may want to begin the selling process first to expedite the timeline.


Downsizing
Options

FINDING THE RIGHT LOCATION

CONSIDER THE NEIGHBORHOOD

Research the community where you plan to purchase a home. Look for features such as nearby schools, public transportation, shopping centers, parks, and entertainment options.

PROXIMITY TO WORK

Consider the distance and ease of transportation to your workplace. Check traffic patterns, parking options, and commuting times.

CHECK THE LOCAL MARKET

Study the local real estate market to understand the property values, trends, and market conditions. We have around 1000 homes in HRM at the moment which is the sign of a balanced market. Average Sales Price is $570,000.

CHECK PROPERTY CONDITION

Examine the condition of the house, including its age, construction quality, and necessary repairs. Have a home inspection to determine if there are any major defects or issues.

EVALUATE SURROUNDINGS

Take into account the property's surroundings, such as traffic noise, air pollution, and potential hazards. Consider the climate and weather patterns in the area.

CONSIDER ACCESSIBILITY

Think about the accessibility of the property to other amenities, such as hospitals, police stations, fire stations, and airports.

CHECK THE CRIME RATE

Research the crime rate in the neighborhood to ensure the safety of your family and property.

DETERMINE PROPERTY VALUE

Discuss the potential future value of the property with your REALTOR®, based on location, surrounding developments, and community growth trends.

BUNGALOW: PROS

NO STAIRS

Bungalows typically offer single-level living, which can be advantageous for people with mobility issues or those who prefer to avoid stairs.

LESS FINANCIAL STRESS

Although you will have less physical space in your new home, downsizing to a bungalow will give you more breathing room financially and reduced heating/tax costs.

OUTDOOR SPACE

Many bungalows come with outdoor space, such as a backyard or garden area, which provides opportunities to enjoy the things you're used to, like gardening, barbecuing, etc.

GREAT RESALE VALUE

Because they're generally cheaper, the market for bungalows will still grow - even in times of economic direness.





BUNGALOW: CONS

SECURITY

It's generally easier to break into the windows of a single-storied home than those of a two-storied home – for the simple fact that there's generally less climbing involved. Avoid stairs.



LAYOUT

Although you will have less physical space in your new home, downsizing to a bungalow will give you more breathing room financially and reduced heating/tax costs.



MAINTENANCE

Bungalows have all the rooms on an equal level – so juggling the layout in a way that the dining room isn't too close to the bathroom, the living room isn't too close to the bedroom, etc, can be a challenge.

INTERESTING FACT: *THE AVERAGE SALES PRICE FOR BUNGALOW IN HRM IN 2024 IS $665,000. HOWEVER, PRICES MAY VARY DEPENDING ON THE NEIGHBORHOOD.*

SENIOR COMMUNITIES:

PROS

SENSE OF COMMUNITY

You can socialize with peers who share similar interests and life experiences, reducing feelings of isolation and loneliness.

AMENITIES AND SERVICES

Although you will have less physical space in your new home, downsizing to a bungalow will give you more breathing room financially and reduced heating/tax costs.

MAINTENANCE-FREE LIVING

Residents are relieved of the burdens of home upkeep, including lawn care, home repairs, and property taxes, allowing them to focus on enjoying their retirement.

SAFETY AND SECURITY

Retirement communities often prioritize safety and security measures, such as gated entrances, security patrols, and emergency response systems.





SENIOR COMMUNITIES:

CONS

CONS

Living in a retirement community can be expensive, with entrance fees, and additional charges for amenities, services, and food.

LOSS OF INDEPENDENCE

Some residents may feel a loss of independence due to the structured environment and rules imposed by the community management.

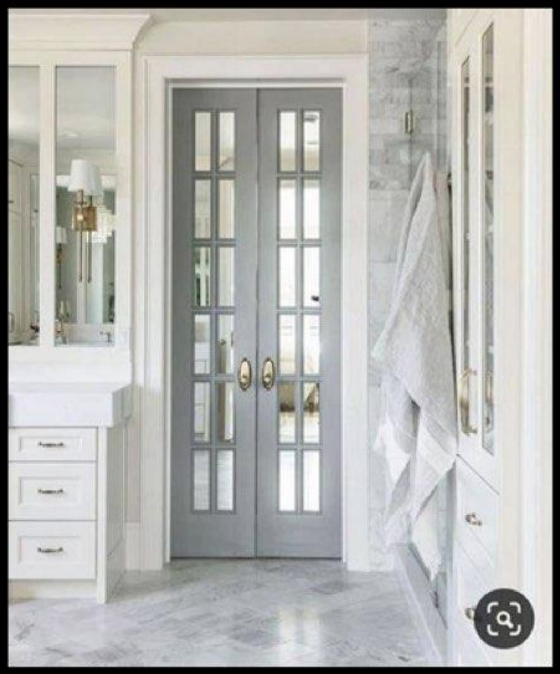
LIMITED FLEXIBILITY

Residents of retirement communities may encounter restrictions on activities, guests, and pets, which can limit their freedom and flexibility compared to living in a private home or apartment.

HEALTHCARE LIMITATIONS

Even the smallest communities will offer some type of health enrichment. They will often employ staff trained in first aid & CPR. Because there's no "one-size-fits-all," you have to keep current and future medical needs in mind.





PARKLAND AT THE GARDENS

3660 STRAWBERRY HILL STREET, HALIFAX

JUST STEPS AWAY FROM BUSTLING SPRING GARDEN ROAD, RESIDENTS ENJOY ITS MANY SHOPS, CAFÉS AND RESTAURANTS. AMENITIES INCLUDE RESTAURANT-STYLE DINING, AN ON-SITE SPA, HOUSEKEEPING AND LINEN SERVICES, MOVIE THEATRE, GOLF SIMULATOR, FITNESS CENTRE, SHUTTLE SERVICE AND MORE. THERE ARE 2 RESTAURANTS ON SITE: BISTRO, AND LA VIE .

PRICES: $3860 - AVERAGE MONTHLY RATE FOR A STUDIO OR 1-BEDROOM SUITE BASED ON SINGLE OCCUPANCY FOR AN ALL-INCLUSIVE AND/OR A COMBINATION OF A LIFESTYLE APARTMENT WITH A SIMILAR ADDITIONAL SERVICES PACKAGE TO ACHIEVE ALL-INCLUSIVE LIVING.



SHANNEX - PARKLAND CLAYTON PARK

15 FAIRFAX DRIVE, HALIFAX

PROVIDES INDEPENDENT LIVING, ASSISTED LIVING, AND MEMORY CARE OPTIONS. AMENITIES INCLUDE WELLNESS PROGRAMS, RECREATIONAL ACTIVITIES, DINING SERVICES, AND HOUSEKEEPING.

·AGE RESTRICTION 55+

·PETS ALLOWED, CATS AND DOGS UP TO 25 POUNDS.

PRICES: INDEPENDENT LIVING: 1BEDROOM - **$3900** (3 MEALS A DAY. HOUSE KEEPING, FULL LAUNDRY. LOTS OF ACTIVITIES, UTILITIES INCLUDED, CABLE TELEVISION, LOCAL AND LONG DISTANCE PHONE CALLS)



THE BERKELEY DARTMOUTH

35 EISENER BOULEVARD, DARTMOUTH

INCLUDES VARIOUS LEVELS OF CARE SUCH AS INDEPENDENT LIVING, ASSISTED LIVING, AND MEMORY CARE FOR THOSE WITH DEMENTIA OR ALZHEIMER'S DISEASE.
·PETS ALLOWED.
·AMENITIES INCLUDE FITNESS CENTERS, LIBRARIES, SOCIAL ACTIVITIES, AND DINING SERVICES.

PRICES: STUDIO APARTMENT **$3595** (2 MEALS, LAUNDRY, HOUSEKEEPING, ACTIVITIES, NURSING AND SHUTTLE FOR YOUR DOCTOR'S APPOINTMENTS)



SHIRAZ GARDENS

67 CITATION DRIVE, HAMMONDS PLAINS

PHONE 902.431.3400
EMAIL LUKE@UNITEDGULF.CA
PACKAGES: SHIRAZ GARDENS OFFERS INDEPENDENT LIVING OPTIONS FOR SENIORS. AMENITIES TYPICALLY INCLUDE COMFORTABLE ACCOMMODATION, COMMUNAL DINING AREAS, RECREATIONAL ACTIVITIES, AND ACCESS TO SUPPORT SERVICES AS NEEDED.

AGE REQUIREMENT 50+
APARTMENTS ARE NOT DOG FRIENDLY
INDEPENDENT LEAVING. APARTMENT SUITES.
PRICES: 2 BEDROOM APARTMENT – **$2400** (VERY LARGE BALCONY)
1 BEDROOM – **$2000**



SEVEN LAKES

5193 NOVA SCOTIA TRUNK 7, PORTERS LAKE

PET FRIENDLY (SMALL PETS ONLY)
OFFER ONE LEVEL INDEPENDENT LIVING BUNGALOWS AND SEMI-DETACHED HOMES WITH ITS OWN BACKYARD CONVENIENTLY LOCATED IN PORTERS LAKE, NOVA SCOTIA ON THE EASTERN SHORE. THIS BEAUTIFUL COMMUNITY IS JUST 20 MINUTES FROM DARTMOUTH AND 25 MINUTES FROM DOWNTOWN HALIFAX.

RENTALS INCLUDE: IN-SUITE LAUNDRY. OPEN CONCEPT LIVING/KITCHEN AREA,NO CARPET, HEAT PUMP, FIVE APPLIANCES (REFRIGERATOR, STOVE, DISHWASHER, WASHER AND DRYER, FRONT COVERED PORCH, REAR DECK, SINGLE CAR GARAGE.

PRICES: END UNIT (2 BEDROOM) - **$1800,** MIDDLE UNIT - **$1750**
INCLUDES LAWN MOVING AND WATER TREATMENT, PLOWING. YOU ARE RESPONSIBLE FOR POWER, INTERNET. NO MEDICAL ASSISTANCE ON-SITE



APARTMENTS VS. CONDOS

FINANCIALS

APARTMENTS

Renting an apartment often involves lower upfront costs, typically requiring only a security deposit and possibly first month's rent. While rent may increase over time, you're not responsible for property taxes, condo association fees, or major repairs.

CONDOS

Purchasing a condo involves higher upfront costs, including a down payment, closing costs, and condo fees. However, mortgage payments build equity over time, potentially offering a return on investment when you sell.

FLEXIBILITY

APARTMENTS

Renting an apartment offers greater flexibility, as lease terms typically range from six months to a year. If your circumstances change or you desire a change of scenery, you can easily relocate at the end of your lease term without the hassle of selling a property.

CONDOS

Purchasing a condo provides less flexibility compared to renting, as you're tied to a mortgage and ownership responsibilities. While you can sell your condo if you decide to move, the process can be more time-consuming and may involve market fluctuations.

APARTMENTS VS. CONDOS

MAINTENANCE

APARTMENTS

Maintenance in apartments are generally handled by landlords or property management companies. This includes routine upkeep, as well as major repairs such as plumbing or HVAC issues.

CONDOS

Condo owners are responsible for maintaining the interior of their units, including repairs and renovations. However, condo associations typically handle exterior maintenance.

OWNERSHIP AND INVESTMENT

APARTMENTS

You do not build equity or receive potential returns on investment.

CONDOS

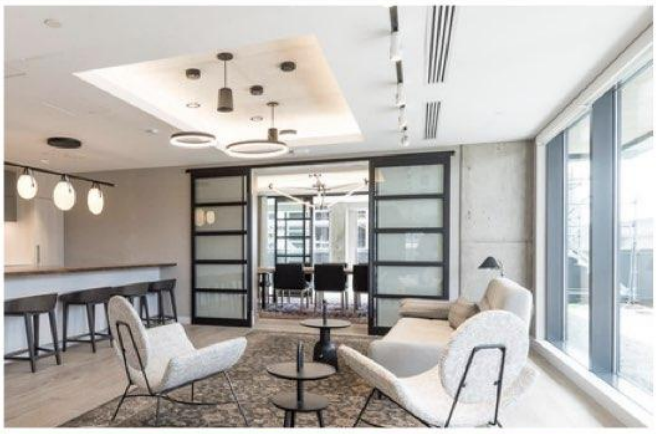
Purchasing a condo provides ownership and investment opportunities. Mortgage payments contribute to equity building, and potential appreciation in property value offers a return on investment when you sell.

THE ROY

1650 GRANVILLE ST, HALIFAX

✓ ACTIVE - UNIT 1409 LISTED AT **$1, 302,000**
✓ CONDO FEES - **$1218.**
✓ INCLUDES: CONCIERGE SERVICE, BULIDING MAINTENANCE, AMENITY BOOKINGS

PROS: TOP-NOTCH CONCIERGE TEAM, HOTEL-LIKE AMENITIES, CLEANLINESS, LOCATION
CONS: PRICE, HIGH CONDO FEES



BISHOPS LANDING

1477 LOWER WATER ST, HALIFAX

- ✓ ACTIVE: UNIT 336 LISTED AT **$1,369,000**
- ✓ CONDO FEES: **$1190, 32**
- ✓ CONDO FEES INCLUDE: BUILDING MAINTENANCE, CONCIERGE, POOL & FITNESS ROOM

PROS: LOCATION, SPACIOUS UNITS, STUNNING VIEWS
CONS: NOISE FROM THE STREET









Q-LOFT

5662 ROBERTS ST, HALIFAX, NS

✔ACTIVE: UNIT 114 LISTED AT **$425,000** (2 BED)
✔ CONDO FEE: **$264,00**
✔CONDO FEE INCLUDES HEAT, COOLING, HOT WATER, COLD WATER, UNDERGROUND PARKING, GUEST SUITE RENTAL.

PROS: LEED-CERTIFIED BUILDING, BALCONIES ON EACH UNIT, UNDERGROUND PARKING.









SPICE CONDOS

5221 NORA BERNARD ST, HALIFAX

- ✓ UNIT 215 LISTED AT **$440,000**
- ✓ CONDO FEE **$415,000**
- ✓ CONDO FEES INCLUDES EXTERIOR AND COMMON AREAS MAINTENANCE/REPAIR, COLD WATER, GYM

PROS: MODERN DESIGN
CONS: UNITS ARE RATHER SMALL










GET READY
TO LIST

PREPARING YOUR HOME

FIRST IMPRESSIONS

The first thing that potential buyers will notice when they visit your home is its curb appeal. The exterior of your home should be well-maintained, with clean landscaping, a well-manicured lawn, and an attractive front door. Make sure that any visible repairs or touch-ups have been made to the outside of your home, including the roof, gutters, and windows.

CLEANLINESS

A clean home is a must when preparing your home for sale. Potential buyers will be looking at every detail of your home, so it's important to make sure that it is spotless. This includes everything from the floors to the ceiling, and everything in between. Pay attention to details like wiping down baseboards, cleaning out closets, and dusting light fixtures. Also, make sure that your home smells fresh and inviting.

REPAIRS

Before putting your home on the market, it's important to make any necessary repairs. Potential buyers will be looking for a home that is move-in ready, so it's important to fix any issues that might turn them off. This includes things like leaky faucets, broken tiles, and malfunctioning appliances. It's also important to address any major structural issues, like a cracked foundation or a leaky roof, before putting your home on the market.



DECLUTTERING

LIFEHACK: Professional organizers have developed several methods for deciding what to do with “maybe” items. One example is the 20/20 rule, which suggests getting rid of anything that would take less than 20 minutes and $20 to replace. Another option is to purge anything you use less than 80% of the time.

CLEAN ONE ROOM AT A TIME

Start with the rooms you use the least, such as the basement, attic, garage, or guest room. In each one, decide what to take with you and what to get rid of. Then, pack and deep clean as much as you can before moving on to the next room.

SELL OR DONATE UNWANTED ITEMS

You have three main options for disposing of things you no longer want or need. Some items, of course, may simply need to be thrown away. However, gently used items can be sold or donated.

Ukrainian Store and The Salvation Army are two popular options for donating used items. You can also research local organizations that accept donations, such as homeless shelters or family services nonprofits. Some people will even pick up donations from your home, saving you the hassle of dropping them off.

Alternatively, you can sell your old stuff to help cover the cost of moving and buying new furniture. You can do this the old-fashioned way by holding a yard sale, or you can post on an online marketplace or app. Facebook Marketplace, Kijiji are a few examples. A local thrift store or pawn shop is another option.

STAGING TIPS

MAXIMIZE CURB APPEAL

HOME EXTERIOR

- Power wash the siding and windows
- Inspect the roof and make repairs as needed
- Repair cracks in the driveway and sidewalks
- Sweep walkways, patio, decks, steps and porches
- Repair and repaint fences, decks, windows, shutters and screen doors
- Clean and repair the gutters and downspouts

YARD MAINTENANCE

- Mow, water and fertilize the lawn
- Trim shrubs and trees and rake the leaves
- Remove fallen limbs
- Clean out flower beds and plant seasonal flowers
- Add fresh mulch to garden beds

FINAL TOUCHES

- Add a doormat to your entrance
- Add potted plants around doorway
- Clean hardware on front door, outside lighting and fixtures
- Add visible house numbers

MAKE YOUR HOME SPARKLE

FRESHEN & CLEAN

- Paint interior walls neutral colors
- Repair cracks and holes in the walls
- Clean hardwood floors, carpeting, and windows
- Clean light fixtures and ceiling fans
- Clean bathroom tub/shower, sink, fixtures and walls
- Clean kitchen sink, cabinets, ceiling and appliances
- Clean out and organize closets and storage spaces

DECLUTTER

- Remove excess and oversized furniture
- Remove extra appliances and decorations from countertops in kitchens, bathrooms and dressers
- Remove mail, magazines and newspapers from all surfaces

DEPERSONALIZE

- Remove family photos, personal collections and medications
- Remove toys and pet items
- Clear refrigerator completely of messages, photos and magnets

SCHEDULING YOUR MOVE

AFTER SIGNING

Start by packing up your belongings, create an inventory of anything valuable that you plan to move, and, finally, you'll want to get estimates from moving companies for your specific needs.

4 WEEKS TO MOVE

- Schedule movers/moving truck
- Buy/find packing materials
- Start packing

3 WEEKS TO MOVE

- Keep packing
- Contact NS Power, Halifax Water, and any other service provider to inform about ownership change.

2 WEEKS TO MOVE

- We will schedule you a time to close and your lawyer will invite you to sign your documents
- Change address: mailing, subscriptions, etc.
- Minimize grocery shopping
- Keep on packing

CLOSING DAY

- You will complete your final walkthrough
- Pack essentials for a few nights in new home
- Confirm delivery date with the moving company.

MOVING COMPANIES

MUNDENS MOVING COMPANY

45 LOVETT LAKE CRT, HALIFAX NS
B3S 1B8
(877) 289-9120

ABLE MOVING & STORAGE

WEBSITE: ABLEMOVING.CA
PHONE: +1 902-455-9675

MARITIME MOVING AND STORAGE

amy@maritimemoving.com
(877) 289-9120

PREMIERE VAN LINES HALIFAX

WEBSITE:
PREMIEREVANLINES.COM/BRANCHES/NS/PREMIERE-VAN-LINES-HALIFAX
PHONE: +1 902-468-4313

THOMPSONS MOVING GROUP

51 THORNHILL DRIVE,
DARTMOUTH
902.225.5544

BRAWNY MOVERS

WEBSITE:
BRAWNYMOVERS.COM
PHONE: +1 902-835-6683

CARGO CABBIE

WEBSITE: CARGOCABBIE.CA
PHONE: +1 647-478-5422

SHORT NOTICE MOVERS

SHORTNOTICEMOVERS.CA
PHONE +1 902-876-2200

MY PROMISE TO YOU

Choosing Me as your REALTOR® means you'll have a dedicated and experienced negotiator working to help you buy or sell for the best price. I provide personalized service, expert advice, and a commitment to your satisfaction.

- ✓ **HONESTY AND TRANSPARENCY**
- ✓ **COMMUNICATION AND RESPONSIVENESS**
- ✓ **PROFESSIONALISM AND EXPERTISE**
- ✓ **DILIGENCE AND ATTENTION TO DETAIL**



SUCCESS STORIES

★★★★★

I had the pleasure of working with Olesia as my REALTOR®, and I must say that she is truly exceptional. Her professionalism and expertise were evident throughout, and it was a delightful experience dealing with her. Thank you, Olesia, for your excellent service!

-ANDRII NEDOSHYTKO

★★★★★

Olesia Zozulia was great in guiding us through the process of selling our home. She was very professional, knowledgeable, friendly and a pleasure to work with! We look forward to working with Olesia again when we are ready to buy a new home. Thank you, Olesia!

-CATHY BEMISTER

★★★★★

Thank you very much Olesia! She helped us buy our first home in Canada. She was always in touch with us, spent a lot of time with us and answered all our questions. She's a professional. Highly recommended!

-OLEG KHUDYNETS