



THE UPSIDE OF DOWNSIZING

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THE MAZZA TEAM
Change Your Home, Change Your Life®



ROYAL LEPAGE
CHAIRMAN'S CLUB
NATIONAL TOP 1%
2014

The Upside To Downsizing

Every year, millions of people are electing to purchase a property that's smaller than the one they currently own.

Whether you're switching to a smaller space because the size of your family is changing,

or

you want a lower-maintenance home for retirement, there are plenty of upsides to downsizing.

Access Your Equity

- Downsizing is an excellent way to convert your home equity into capital that you can put towards
 - ✓ A vacation home or a better retirement lifestyle



- **DON'T FORGET ...**

In some cases swapping for a smaller house does not necessarily mean you will have much financial room to spare, renting can also be a great option.

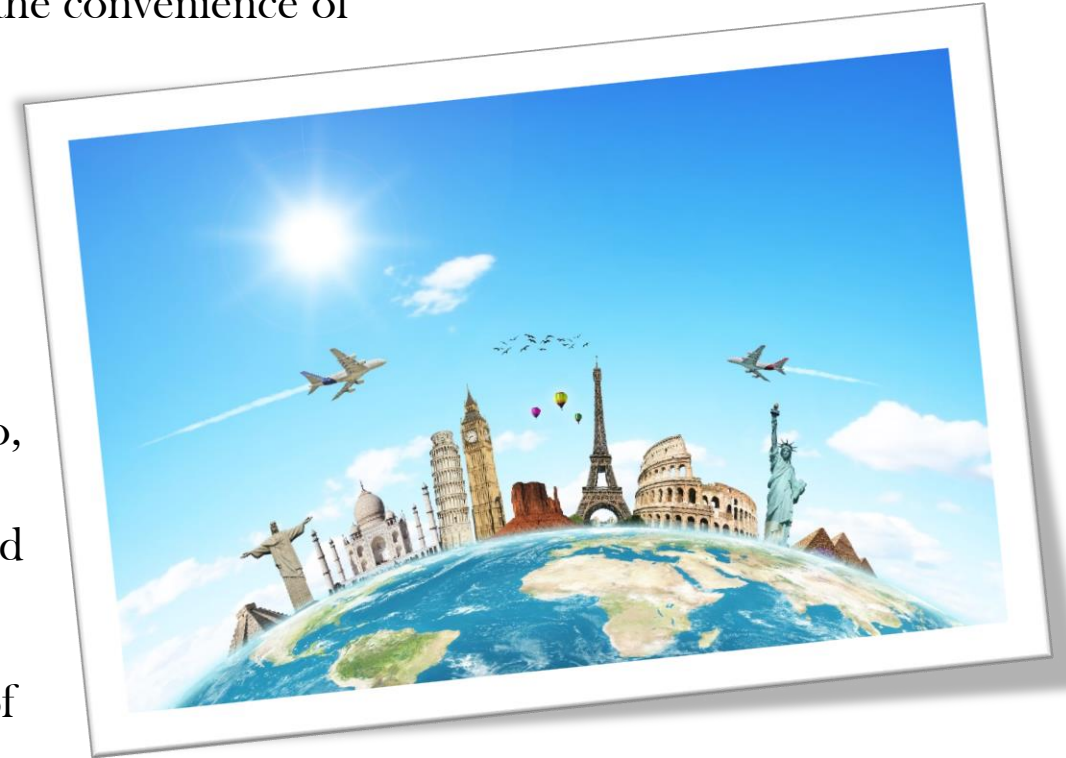
- It's best to assess the value of your home and any desired properties with your REALTOR® first.

Travel More, Mow Less

- The most attractive benefit of **townhouse** and **apartment condos** is the convenience of
 - ✓ Maintenance Free Living
 - ✓ Less Space = Less Time Cleaning

You may want to include the yard tools in the sale of your property!

- You will need to weigh out the difference between apartment condo, townhouse condo and adult lifestyle communities to find out which option will better suit your lifestyle, you may want to consider a good quality rental
- Ask your REALTOR® to bring you through some different types of condominiums in your area to help make the decision easier



Eliminate Empty Room Syndrome

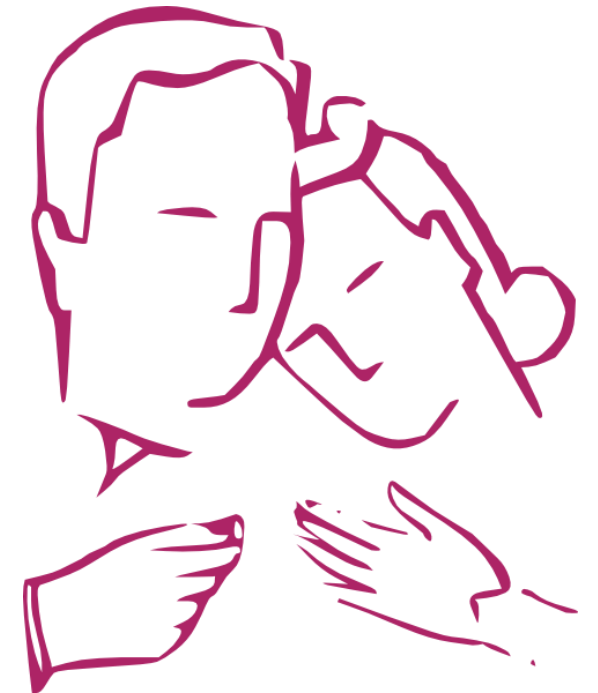
How many rooms does your home have? Of them, how many do you use?

To Do..

Take a tour around your house and assess how much space you use on a regular basis

If its 100%, Stay Put ...65% or less, you could be suffering empty room syndrome

FACT: The average size home has doubled in the past 30 years,
yet the average family size keeps shrinking





The size of your home isn't the only thing
that matters

Consider ...

- ✓ Being closer to places you go regularly
- ✓ If possible, have everything within walking distance
- ✓ You will cut back on travel time and expenses

Family ...Friends...Work...Shops



A smaller space can mean...

- Reduced mortgage payments and taxes
- Less heat, light, AC and you'll spend less on energy

It all adds up to **SAVINGS** that can help the environment and keep **cash in your pocket!**

Accessibility and Comfort

A smaller home can also provide you with the added benefit of **stair-free living**

- Developers are responding to the increased demand for accessible living by providing
 - ✓ Single level suites
 - ✓ Residential elevators
 - ✓ Allowing homebuyers to age gracefully and comfortably

The longer downsizing gets put off, the harder it gets



Savvy homebuyers start thinking about finding a smaller property long before the last child leaves the nest - or maintenance-free living becomes a necessity.

- A large number of townhouse and condominium communities offer on-site features that few detached dwellings do.

- ✓ Fitness Centers
- ✓ Party Rooms
- ✓ Guest Parking
- ✓ Pools
- ✓ Entryway video monitoring
- ✓ Activities



Many downsizers who dreaded moving into a smaller home are enjoying a freedom they haven't experienced since long before the kids arrived.

How Can We Help?



- ✓ Determine the value of your home
- ✓ Establish the best way to present your home
- ✓ Complimentary consultation on **Staging, Depersonalizing, Declutter**
- ✓ Show you the different options available to you for downsizing
- ✓ Help you find the best community to suit your lifestyle
- ✓ We will make this transition as stress free as possible to ensure a great start to this new chapter in your life.

The Mazza Team is proud to be part of the National Chairmans Club, Top 1% in Canada.



Over 100+ Years of Combined Real Estate Experience

KNOWLEDGE: “Knowing what to do when” in different economic conditions and market places, to get your home sold or help you make the right purchase decision.

SERVICE: From constant communication backed up by our key support team; to strategic marketing; networking & strong negotiating; to following up and following through before, during and after the sale.

EXPERIENCE: Having been exposed to the diverse number of ways deals are created and completed through different market conditions, Martin has become stronger and more effective in his years of servicing his clients.

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