

# Downsizing

YOUR COMPLETE GUIDE TO THE DOWNSIZING PROCESS



[WWW.CINDYBENNETT.NET](http://WWW.CINDYBENNETT.NET)



Cindy Bennett

Associate Broker, ABR, GRI, GREEN

The Richmond area is a great place to live and work, which is why I choose to call it home. Born and raised in Chesterfield, I've lived there, in the City of Richmond, and now I make my home in Henrico County.

Real estate is a passion for me, but seldom because of houses. What I really love is helping people achieve their real estate goals. Whether that's buying the perfect first home, finding a great "step down" home, or anything in between; beginning or adding to an income-producing portfolio, or selling a home to get ready for new adventures.

I've been a part of the Maison family since 2019, but I've been in real estate full-time since 2003. I love Richmond and all the surrounding areas, and I've been involved in the community, and making connections in it, for many years.

When I'm not selling real estate, you can find me exploring RVA's great restaurants, working out, or meeting new people.

## CREDENTIALS

BACHELOR'S DEGREE, 1997  
*Virginia Commonwealth University*

ASSOCIATE BROKER, 2006

## SAVING TIME

By spending time in our consultation getting to know your wants & needs in a home, we can head into the search process laser-focused.

## VAST NETWORK

My access to targeted search software & properties before they even go on the market - helps to put you ahead from the start. I work with the most qualified inspectors & contractors who can help assure that you are making a smart investment.

## EASY PROCESS

I can help you navigate the complexities of the real estate transaction - from contract to close so you can enjoy a seamless experience.

## MORE EXPERTISE

My years of experience knowing market trends, local neighborhoods, & what to pay attention to - helps to ensure you're on track to finding the right home before you make an offer.

20

Years In Business

246

Clients Served

61

Repeat Clients

31

Clients Served in 2022

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 @CindyBennettRealEstate

[www.cindybennett.net](http://www.cindybennett.net)

# YOUR MEMORIES DON'T DISAPPEAR WHEN YOU MOVE TO A DIFFERENT PLACE.

YOU GET TO BUILD NEW MEMORIES WITH THOSE  
YOU LOVE, NO MATTER WHERE YOU LIVE.

If you drive around town, you'll likely see new houses popping up everywhere. And they're getting bigger all the time. Back in 1973, the average home was 1,660 square feet. Today, new homes run about 2,600 square feet in size. That may start to feel huge, especially if you have an empty nest!

So how do you know if it's time to downsize? Could it help you prepare for retirement? Do you feel too attached to your home?

If you've been asking questions like these, you're not alone. The good news is that you get to decide whether or not your home sweet home is enough - or too much - for you. This guide will help you ask yourself some questions and provide some things to consider before you make any big decisions about where you call home.

As your Realtor®, I'm here to help you every step of the way. I can provide you with all the resources you will need, list your home, get you as much money as possible AND help you find the perfect new place to call home.

Questions? I've got answers. Don't be afraid to reach out!

CINDY@CINDYBENNETT.NET | 804.690.8273



# SUCCESSFUL *Downsizing*

When planning for retirement, one of the primary decisions everyone has to make is where to live. Will you stay in your current home or will you move? For most retirees, downsizing is the easiest and most sensible option.

When you are trying to make the decision, though, there are so many questions to be asked and answered: Do you want to live in the same community? Will you move to be closer to family and friends? Would you be more comfortable with a different style of home? How much space will you require? Are you aiming to lower your taxes, reduce maintenance, and gain long-term affordability? Oh, and don't forget to consider access to quality medical care and choosing an environment that offers convenient low-maintenance living.

Downsizing and moving during retirement can be a massive undertaking but with the proper planning, it can be a productive, life-enhancing adventure. If you know that you will be selling your current home and moving to a more suitable residence for your retirement years, the sooner you make the decision and start the process the more manageable it will be for you. Don't wait. A move at age 65 will definitely be easier than a move at age 70.

Whether you're thinking of a move to a retirement community, assisted living, apartment, condo, or smaller home, when you're ready to make the move, I'm here to help every step of the way!

# Downsizing QUESTIONNAIRE

## WHERE ARE YOU GOING?

Have you begun looking for or have you already found your next home?

## PRICING

Do you have a price in mind for the home you're selling? Price for your new home?

## TIMEFRAME

What needs to happen before you move? What is your ideal move date?

## INTERIOR

What are your "must haves" in your potential new home?

## MOVING

Do you have help for your move? Family? Friends?  
Do you need an estate sale/contractor/ moving company recommendations?

## Downsizing



### SAVE MONEY ON SPACE YOU DON'T NEED

Let's face it, the more space you have, the more you feel like you need to fill every square inch of it! One of the beauties of downsizing your home is the ability to stop spending money on furniture, electronics, appliances, and home items to fill space rather than to fulfill a function. Downsizing into a smaller home will likely help you prioritize your life and bring only what is necessary for your home.



### ENJOY THE BENEFITS OF SMALLER LIVING

Many homeowners agree that living in a larger home leads to greater stress and costs. Cleaning, maintenance, furnishing, outdoor upkeep, and utilities costs can definitely lead to more stress, especially if it's all for space you don't use. Downsizing your home can be the first step to a more minimal and streamlined life. Especially in retirement, reducing your daily chores and maintenance will free up your time for leisure activities, spending time with your family, getting more rest, and just maybe - loving your home more than feeling like it's work.



### SAVE ENERGY WHEN DOWNSIZING

If you have ever lived in a large home you know one of the downsides are energy costs. From heating and cooling costs to water savings, it can cost a lot to run a large home. Smaller homes will give you the added benefit of reducing you and your family's carbon footprint - meanwhile you will enjoy a lower energy bill in the warmer and cooler months. If you are curious to find out how a smaller home and energy efficient appliances and systems could work in your home, contact your local home energy provider. They often can give you an audit of you current usage and estimate how you can save.



### DOWNSIZING CAN FREE UP YOUR LIFESTYLE FOR TRAVELING

You may not have considered it before, but your house requires a lot of work when you leave town. From ensuring security systems, doors and windows are properly monitored to monitoring exterior lighting and keeping your grounds up, traveling can often be a burden when you have a large home. If you decide to downsize, traveling can be less of hassle when you need to leave your home for extended amounts of time, especially if you downsize to an apartment or condominium unit from a stand-alone house.

Statistics show that selling your home with the assistance of a professional real estate agent will garner you a higher profit (about 13% higher, in fact). That's enough to cover the commission as well as put more money in your pocket.

# Downsizing



## DOWNSIZING CAN HELP YOU OPEN A NEW CHAPTER

For many homeowners, downsizing their home can be a new chapter. Whether you are an empty-nester or find yourself with a smaller household, downsizing can be a great way to start fresh, with a new life in a new home. Consider opting for a smaller home that could have less upkeep and the possibility of a homeowners association that can maintain the grounds and other amenities to enjoy your home as opposed to maintenance.



## A PARED DOWN LIFESTYLE WILL HELP KEEP YOU OUT OF DEBT

Paring down your home size can absolutely help you keep finances in check. From lower (or no) mortgage payments, reduced taxes, and expenses, to lower furnishing costs and smaller utility bills, you will definitely spend less and save more by living in a smaller home.



## WHAT YOU SHOULD CONSIDER BEFORE

# *downsizing*

Even if your home is paid for or your mortgage is reasonable, you may choose to downsize to decrease your monthly bills and make overall expenses more bearable. In 2016, the average electric bill was \$113 a month in the U.S. (but that seems very low for most people I know!) If you move to a smaller home, you could save money because you're heating and cooling less square footage. But a lower electricity bill isn't the only way you'd profit. You could also save on or eliminate expenses related to gas, pest control, mowing, HOA fees, homeowner's insurance, and maintenance. Added up, you could save some serious cash that you could then put toward retirement or travel. Perhaps it's time to move somewhere where you can get medical or physical assistance. Whatever the reasons, make sure you recognize both the pros and cons of downsizing. Don't hesitate to reach out to me with any questions.

I'm happy to help in any way I can!

CINDY@CINDYBENNETT.NET | 804.690.8273

# Downsizing



## HAVE A PLAN

Once you have decided that it is time to downsize, you are likely going to want to do some decluttering. This may seem daunting, especially when you are tackling an entire house, but having a plan will help make the process a bit easier. Making a plan and sticking to it will help break this project up into more manageable chunks rather than thinking about the entire house at once.



## START EARLY

Deciding to downsize is a big decision. Even once you have decided that it may be time, you are likely not going to do it immediately. It will take time to decide where you want to move to and find a home that will work for your new lifestyle. Even while you may think you have plenty of time to get organized and declutter - you'll be shocked at how fast time goes by. Starting to declutter as soon as possible, even as soon as you make the decision, will make it so much easier when the time comes to actually move.



## FOCUS ON ONE ROOM AT A TIME

When you think of decluttering an entire house you are likely going to be very overwhelmed. The best way to tackle this is by focusing on one room at a time. Decide what rooms to tackle in what order. Think about what rooms are going to be the biggest task and some of the rooms that will be a bit easier. Alternate the more difficult tasks with the easier projects to prevent you from getting burnt out. To narrow it down a bit more you can even break down each room into individual tasks, like going through all shoes, all the drawers, the kitchen, etc.



## CONSIDER YOUR NEW LIFESTYLE

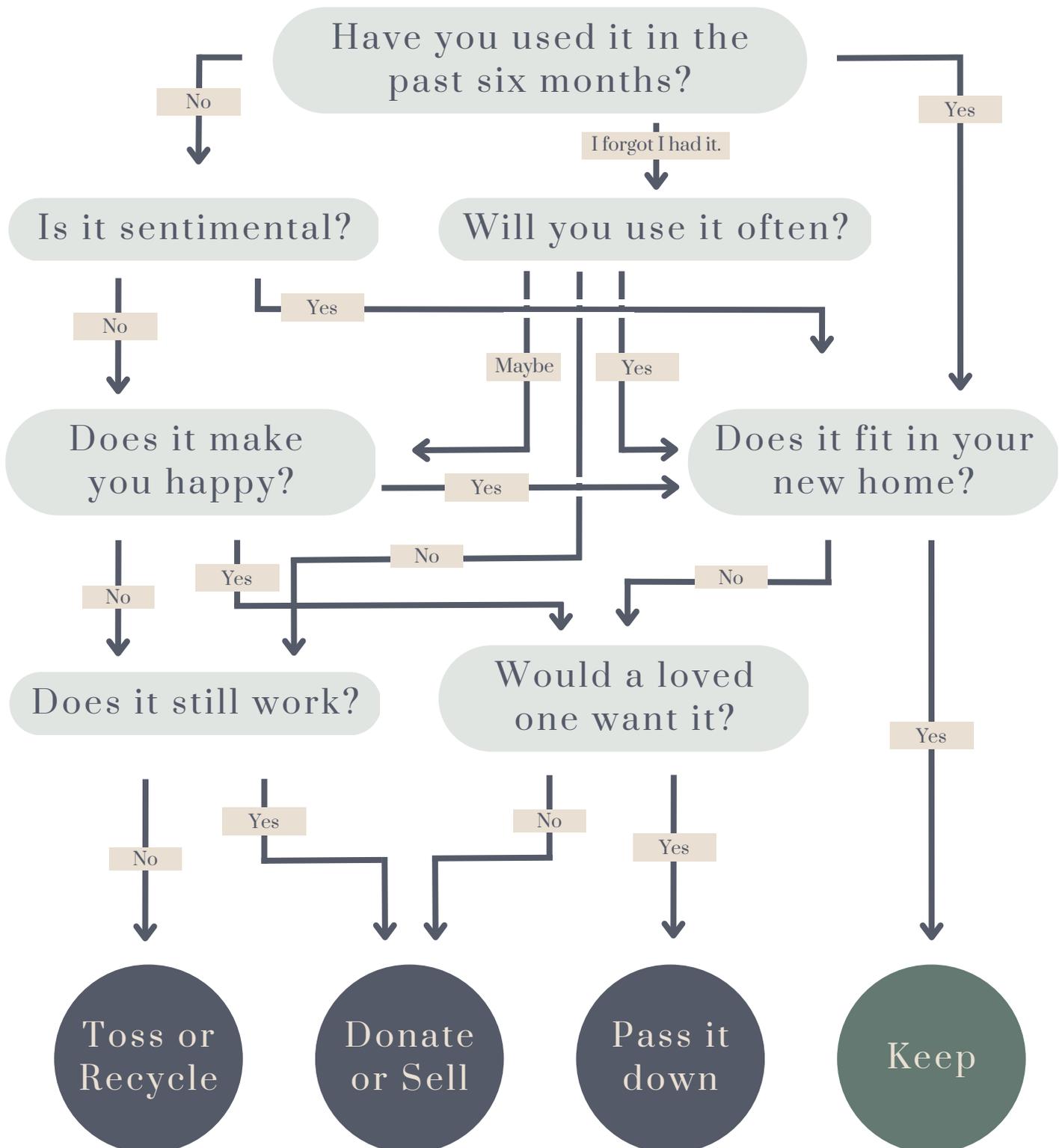
Don't just consider if something will physically fit into your new space, but also if it will fit into your new lifestyle. Ask yourself questions such as: What are your top reasons for downsizing? What opportunities will downsizing create? Are there new activities you'd like to explore? Think about these questions while going through your personal items and really think about what you will and won't need.



## SET YOURSELF DECLUTTERING RULES

As you go through items it may become really easy to make exceptions and before you know it, all you have done is moved items from one place to another. The best way to avoid this is by creating strict decluttering ground rules. The most common would be creating categories such as keep, donate/sell, trash, and pass it down to family and friends.

# ROAD MAP ON HOW TO DECLUTTER



# Downsizing



## DIVIDE AND GIVE SENTIMENTAL ITEMS

There will be plenty of sentimental items that you will keep, but there will be some that either don't fit into your new home (like large furniture and decor pieces) or you may decide you don't need to keep them. Before getting rid of any of these items offer them up to any loved ones who might appreciate them just as much. If certain items will in no way fit into your new lifestyle and no family members want them, take a picture and create an album of all those things to remember them by.



## SELL OR DONATE NONSENTIMENTAL ITEMS

For items that do not hold sentimental value or you will declutter, try selling them to pay for some of your moving costs, new home items, or put into savings. If you can't sell them or decide it wouldn't be worth your time, then donate them to your local shelters and non-profits.



## ORGANIZE AND DIGITIZE AS YOU GO

Make sure to take time to leave whatever space you are decluttering more organized than you found it. It will help reduce time and stress when you are looking for something specific, as well as make packing that much easier. You likely have a stack of old papers that contain both important and unimportant items. Any unimportant items can be shredded and/or tossed. Scan any important items, especially those that are older, and store them as digital files on a specific hard drive. If it is something you need to keep the physical version of, like a birth certificate, make sure to organize and store it away in a safe place.



## HIRE A PROFESSIONAL

Buying a new home, selling your home, and changing your lifestyle (even a little bit) can be a lot to handle all at the same time. If you feel any of these steps are too much for you to handle then bring in some help. Maybe you can declutter and organize by yourself really well but packing and moving are something you need help with. Maybe you need help with everything so you bring in an organizer and movers. Either way, don't be afraid or embarrassed to ask for help. You will find some of my top recommendations for movers and organizers in this guide.

*Moving*

# RECOMMENDATIONS

IT'S IMPORTANT TO TRUST THE COMPANY RESPONSIBLE FOR HELPING YOU PACK AND GET FROM POINT A TO POINT B. BELOW ARE A FEW TRUSTED MOVING COMPANIES WE HIGHLY RECOMMEND TO HELP YOU MOVE YOUR THINGS AND START YOUR NEW CHAPTER!

**Always Reliable**

804.794.0900

[www.alwaysreliablemovingva.com](http://www.alwaysreliablemovingva.com)

**Moxie Movers**

804.928.1111

[moxiemovers.com](http://moxiemovers.com)

**Property Angels**

804.921.7660

[propangelsva@gmail.com](mailto:propangelsva@gmail.com)

**Hilldrup**

703.372.9599

[www.hilldrup.com](http://www.hilldrup.com)

**Caring Transitions**

844.220.5427

[www.caringtransitions.com](http://www.caringtransitions.com)

# Clean & Organize

## RECOMMENDATIONS

IT'S IMPORTANT TO HAVE YOUR HOME SHOW READY AND AS CLEAN AS POSSIBLE SO POTENTIAL BUYERS CAN PICTURE THEMSELVES THERE AND NOT BE DISTRACTED BY ANY UNWANTED MESS. BELOW ARE A FEW TRUSTED COMPANIES WE HIGHLY RECOMMEND TO HELP YOU GET YOUR HOME READY TO HIT THE MARKET!

### **Caring Transitions**

844.220.5427

[www.caringtransitions.com](http://www.caringtransitions.com)

### **In Good Order, LLC**

804.537.0369

[www.ingoodorderllc.com](http://www.ingoodorderllc.com)

### **Property Angels**

804.921.7660

[propangelsva@gmail.com](mailto:propangelsva@gmail.com)

### **Five Star Maids**

804.601.3043

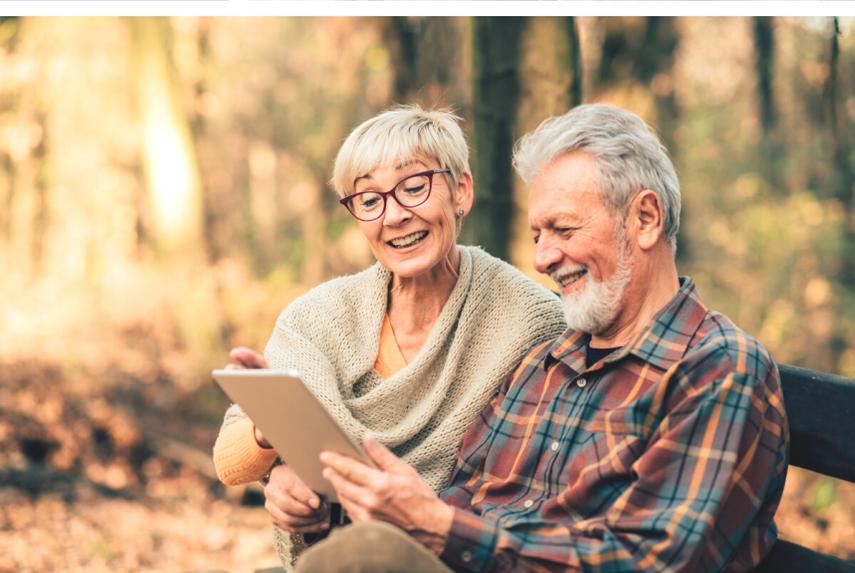
[fivestarmaids.com](http://fivestarmaids.com)

My resources do change over time, and everyone's needs aren't the same, so if one of these doesn't work for you, just give me a call!

(I have someone for just about everything)

If you have a great experience (or a bad one) with one of my vendors, I'd love to hear that too!

# RETIREMENT COMMUNITIES



## QUICK GUIDE TO LOCAL RETIREMENT COMMUNITIES IN YOUR AREA

CEDARFIELD  
804.474.8800  
Richmond – West End  
[cedarfield.org](http://cedarfield.org)

TRADITIONS OF AMERICA  
804.403.8064  
Chesterfield – Chester  
[traditionsofamerica.com/communities/chesterfield](http://traditionsofamerica.com/communities/chesterfield)

VERENA AT THE GLEN  
804.261.1100  
Glen Allen – Henrico  
[www.trueconnectioncommunities.com/senior-living-communities-virginia/verena-at-the-glen-senior-living](http://www.trueconnectioncommunities.com/senior-living-communities-virginia/verena-at-the-glen-senior-living)

WOOLRIDGE LANDING  
804.207.5915  
Chesterfield  
[www.stylecrafthomes.com/communities/chesterfield/woolridge-landing](http://www.stylecrafthomes.com/communities/chesterfield/woolridge-landing)

# RETIREMENT COMMUNITIES



## QUICK GUIDE TO LOCAL RETIREMENT COMMUNITIES IN YOUR AREA

### MOSAIC AT WEST CREEK

804.708.0375

Manakin Sabot, Virginia

[www.hhhuntcommunities.com/mosaic-at-west-creek-new-homes/overview.html](http://www.hhhuntcommunities.com/mosaic-at-west-creek-new-homes/overview.html)

### AVERY POINT

804.607.9105

Short Pump

[www.ericksonseniorliving.com/avery-point](http://www.ericksonseniorliving.com/avery-point)

### CHICKAHOMINY FALLS

804.256.8360

Hanover County

[chickahominyfalls.com](http://chickahominyfalls.com)

### STAGS TRAIL

804.220.0974

Mechanicsville, Virginia

[www.craftmasterhomes.com/new-homes/va/mechanicsville/stags-trail/11308](http://www.craftmasterhomes.com/new-homes/va/mechanicsville/stags-trail/11308)

# RETIREMENT COMMUNITIES



## QUICK GUIDE TO LOCAL RETIREMENT COMMUNITIES IN YOUR AREA

### SETTLER'S RIDGE

804.510.8688

Varina District - Henrico

[www.eagleofva.com/new-homes/va/henrico/settlers-ridge/8925](http://www.eagleofva.com/new-homes/va/henrico/settlers-ridge/8925)

### ROCK CREEK VILLAS

804.305.0960

Quinton, Virginia

[rockcreekvillas.com](http://rockcreekvillas.com)

### GREENWHICH WALK

804.206.8058

Moseley, Virginia

[www.stylecrafthomes.com/communities/moseley/greenwich-walk-townhomes](http://www.stylecrafthomes.com/communities/moseley/greenwich-walk-townhomes)

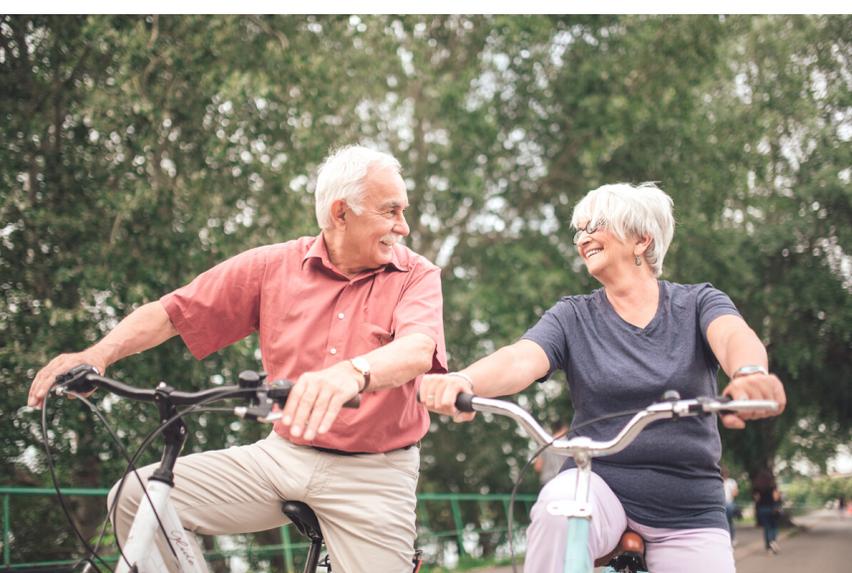
### CROSSRIDGE

804.346.4411

Glen Allen, Virginia

[www.crossridgeliving.com](http://www.crossridgeliving.com)

# RETIREMENT COMMUNITIES



## QUICK GUIDE TO LOCAL RETIREMENT COMMUNITIES IN YOUR AREA

### VILLAS AT IRON MILL

804.409.3750

Chesterfield - Chester

[www.stylecrafthomes.com/communities/chester/villas-at-iron-mill](http://www.stylecrafthomes.com/communities/chester/villas-at-iron-mill)

### LAKWOOD WEST END

804.729.5563

Richmond - West End

[www.lakewoodwestend.org](http://www.lakewoodwestend.org)

### GROVES AT NEW KENT

New Kent Townhomes: 804.332.5257

New Kent Ranch: 804.789.4082

New Kent Estates: 804.789.4082

[www.ryanhomes.com/new-homes/communities/10222120152171/virginia/new-kent/grovesatnewkent](http://www.ryanhomes.com/new-homes/communities/10222120152171/virginia/new-kent/grovesatnewkent)

## Not sure where to start?

*John Krug*

*Oasis Senior Advisors*

[www.oasisseioradvisors.com](http://www.oasisseioradvisors.com)

804-635-2655

*Marc Friedlander*

*Senior Assisted Solutions*

[www.seniorassistedolutionsva.com](http://www.seniorassistedolutionsva.com)

973-650-2720

# ASSISTED LIVING



## QUICK GUIDE TO LOCAL ASSISTED LIVING CENTERS IN YOUR AREA

### ANTHOLOGY OF MIDLOTHIAN

804.655.6226

Midlothian, Virginia

[www.anthologyseniorliving.com/senior-living/va/north-chesterfield/robious-rd](http://www.anthologyseniorliving.com/senior-living/va/north-chesterfield/robious-rd)

### CHESTNUT GROVE

804.262.7333

Richmond, Virginia

[chestnutgroveliving.com](http://chestnutgroveliving.com)

### BROOKDALE WEST END

804.292.2458

Richmond, Virginia

[www.brookdale.com/en.html](http://www.brookdale.com/en.html)

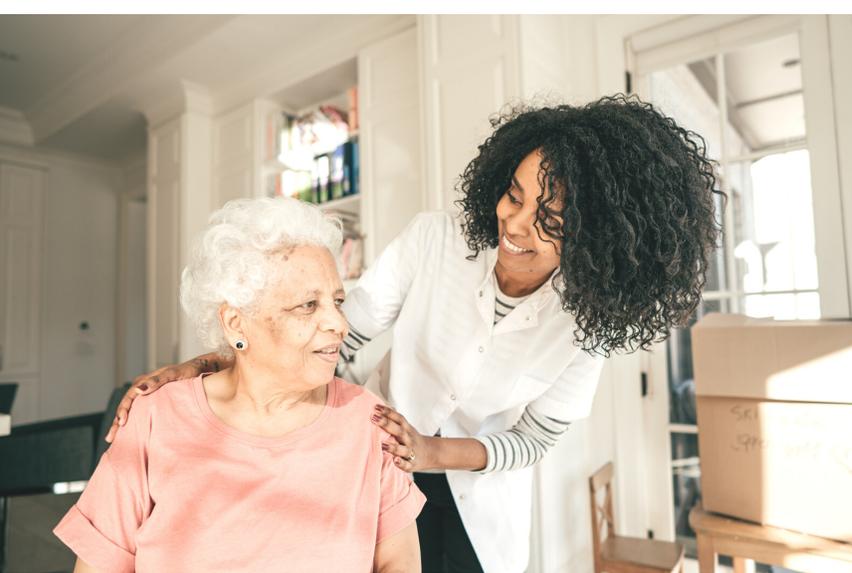
### COMMONWEALTH SENIOR LIVING

(804) 965-2155

Richmond, Virginia

[www.commonwealthsl.com/community/commonwealth-senior-living-at-the-west-end](http://www.commonwealthsl.com/community/commonwealth-senior-living-at-the-west-end)

# ASSISTED LIVING



## QUICK GUIDE TO LOCAL ASSISTED LIVING CENTERS IN YOUR AREA

### DISCOVERY VILLAGE @ WEST END

804.375.4294

Richmond, Virginia

[www.discoveryvillages.com/discovery-village-at-the-west-end](http://www.discoveryvillages.com/discovery-village-at-the-west-end)

### BARRINGTON AT HIOAKS

804.320.1412

Richmond, Virginia

<https://www.rui.net/the-barrington-at-hioaks>

### ELMCROFT OF CHESTERFIELD

800.755.1458

Richmond, Virginia

[www.assistedlivingcenter.com/facilities/va/richmond/elmcroft-of-chesterfield-23235](http://www.assistedlivingcenter.com/facilities/va/richmond/elmcroft-of-chesterfield-23235)

### LUCY CORR VILLAGE

804.748.1511

Chesterfield, Virginia

[lucycorr.org](http://lucycorr.org)