

HOMES BY
eLeni

**Downsizing
out of your
Bay Area
Home**

STEP-BY-STEP

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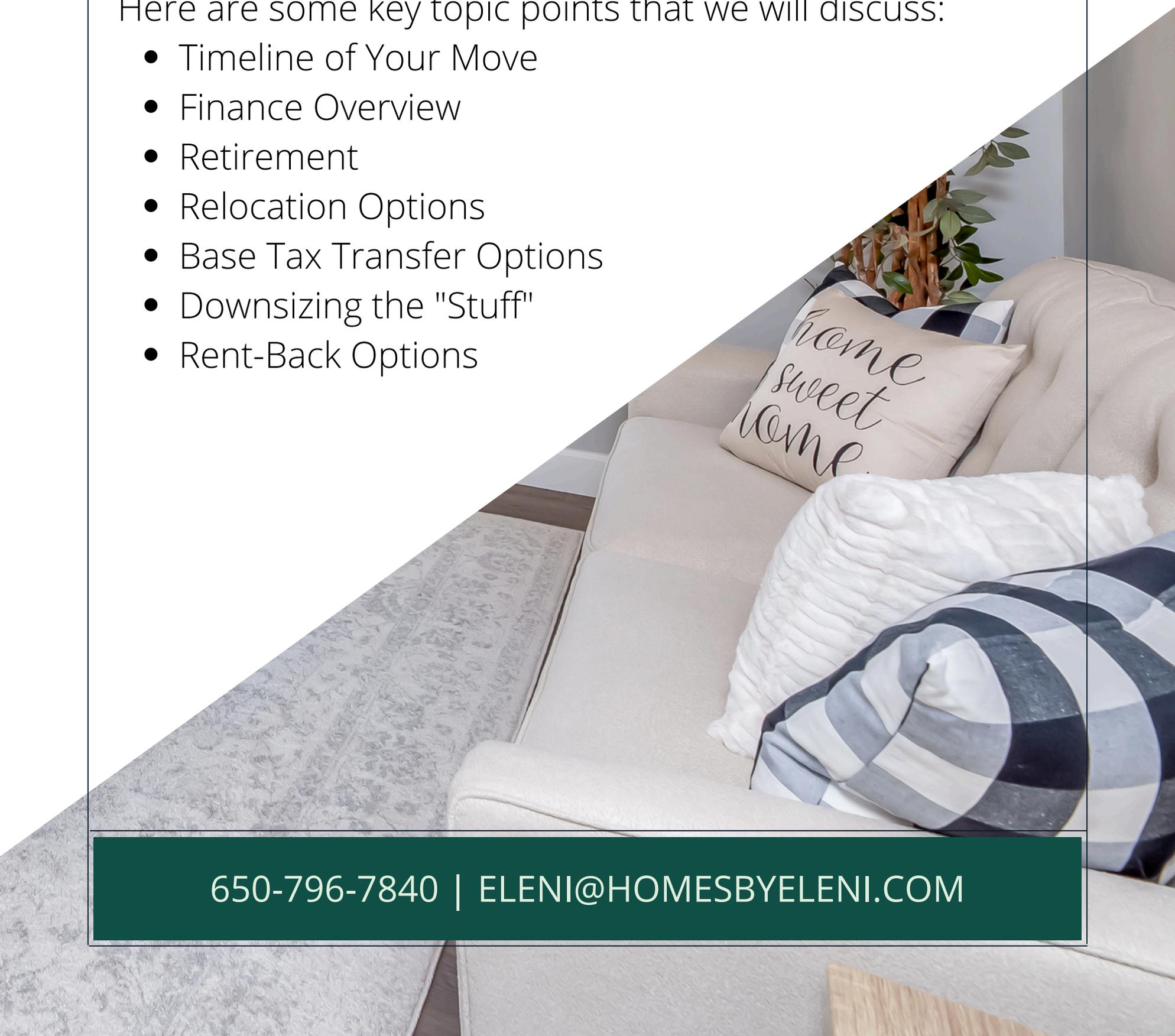
The Real Estate

First of all, you want to make sure that you have everything prepared for your home sale. **You don't want to have a deal fall through and leave you with two mortgages to take care of.**

This is one of those transactions where an expert who has many years of downsizing experience can make or break this sale.

Here are some key topic points that we will discuss:

- Timeline of Your Move
- Finance Overview
- Retirement
- Relocation Options
- Base Tax Transfer Options
- Downsizing the "Stuff"
- Rent-Back Options



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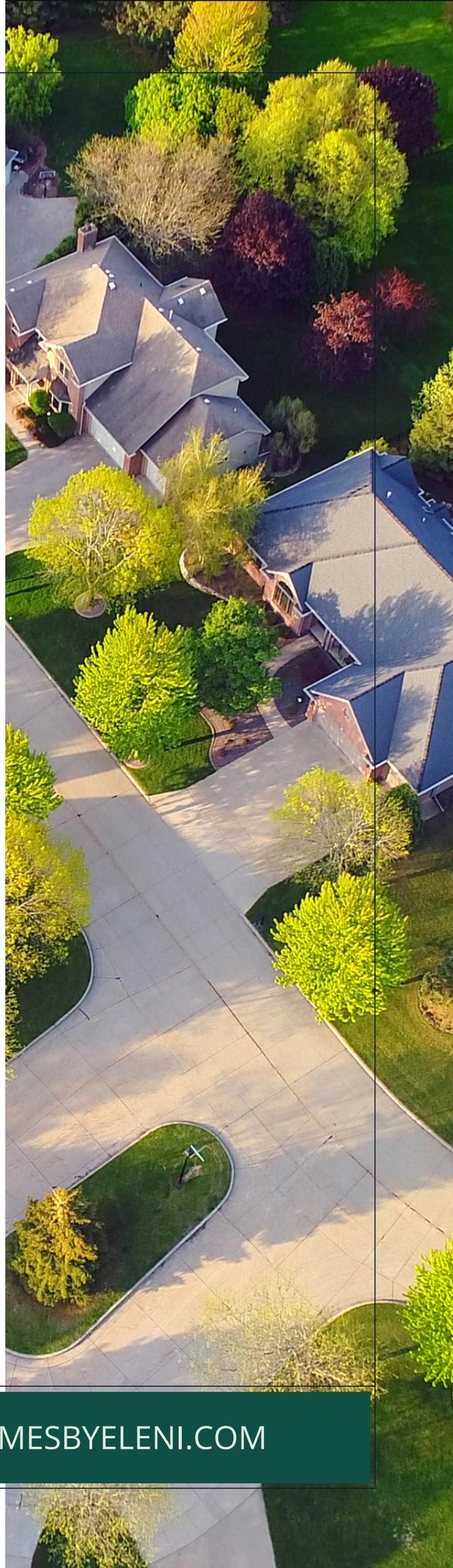
Your Next Home

If you have already worked out the details of selling your home, you likely have a new home lined up. However, the following steps on this downsizing checklist rely on having a good handle on the details of your new home. There are lots of reasons why people choose to downsize, and just as many types of homes and areas that they move on to.

Here are some key topic points that we will discuss:

- Area / Price Point
- City or Suburb
- Stairs or No Stairs
- Buy or Rent
- Size of Your Home
- How's the Market?
- New Home or Need Remodeling?

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Declutter & Downsize

It is always difficult to let go of things when downsizing a home. However, when downsizing, it is almost always necessary to donate, throw away, or put items up for sale.

Here are some key topic points that we will discuss:

- Figure out your Must-Haves
- Appliances
- Long-distance Moves
- The 4-Pile System
- Moving Day



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