Downsize your life.
“Upsize” your lifestyle.

Lakeview Village teamed up with Brian Walton at Assisted Moving of Kansas City to develop this white paper that will help you downsize your life and “upsize” your lifestyle. Reading this step-by-step guide is the first step in “rightsizing” into your new home.
While there are many appealing benefits of moving to a retirement community like Lakeview Village, the actual act of moving likely isn’t high on this list. Our guide to downsizing and moving offers several steps you can take to make your move go smoothly and help get your house ready to sell. Once you are settled in your new home at Lakeview Village, the time and effort required to get here will be rewarded by the convenient services and amenities available at your fingertips.

**Step 1: Sort through your “stuff”**

It will be much easier to get your house ready to sell if you first decide what is moving with you and what isn’t. Most downsizing experts encourage you to categorize your possessions to help you make decisions about what stays and what goes. One strategy is to make a list of “Must Have” “Can Live Without” and “Can Replace” items. You can physically move things into different rooms/places in your house to achieve this, but you may find it easier to assign each category a color and use rummage sale stickers to mark each item. Then, when you are ready to move, you can pack what you are taking, and sale/donate what you are not.

**Must Have:** Find a quiet place with a notebook, and think of the things in your house you would definitely replace if your house caught fire. These things will move with you. Bonus: This is a great way to inventory items for your renter’s insurance policy.

**Can Live Without:** These are the items that aren’t critical to your daily life. Most of these things will be sold or donated to charity.

**Can Replace:** These are things that you may need for your new place, but you would be better off replacing to fit the new space. For instance, you may want a TV in your new home, but maybe not the large-screen TV you currently use.
Pace Yourself. It takes a lifetime to accumulate possessions, so you can’t expect to sort through everything in a single afternoon. In most cases, you will keep only one-half to one-third of your belongings, and the process can take up to three months. It is better to sort in short increments and take breaks in between to avoid burnout. Set a timer for each “sorting session” and take a break after two hours of work. It is also easier to start in rooms that contain the least sentimental items. For most, the kitchen is a good place to start. You have to walk before you run, and implementing the system in an area that is less emotion-filled will allow you the early “wins” you need to motivate you to keep going. (If your kitchen dishes belonged to your great-grandmother, you may want to start elsewhere. Downsizing is all about finding what works for YOU.)

5 bonus tips for sorting through your stuff.

1. Use your new space as a guide. Take notes about how much closet and cabinet space is available at your new home, and then fill in an equivalent space as you sort. This will keep your downsizing decisions on track.

2. Keep the things you use regularly, and give away the rest.

3. Winnow down a collection by choosing your favorite pieces to keep. Take photos of the rest of the collection to put in a photo album.

4. Don’t wait to pass things on to your heirs. If you are holding onto something so that you can gift it to a loved one at a later date, don’t wait. Enjoy the feeling of giving now.

5. If you’re increasingly overwhelmed, call in the professionals. There are many professional organizers and downsizers who can hold your hand through the entire process. You will also benefit from their experiences helping others walk this path.
Step 2: Get rid of what you don’t want.

Once you have marked all of the items to sell or donate, it’s time to get them out of your house. Your Realtor® will be able to help you decide on the right timing for a sale, given your situation.

There are two main avenues available to sell belongings that aren’t making the move:

<table>
<thead>
<tr>
<th>Auction</th>
<th>Estate Sale</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pros</strong></td>
<td><strong>Pros</strong></td>
</tr>
<tr>
<td>✓ Takes place in one day</td>
<td>✓ Takes place over 2-3 days</td>
</tr>
<tr>
<td>✓ Almost everything is sold</td>
<td>✓ Estate sale company has a following</td>
</tr>
<tr>
<td>✓ Competitive bidding creates urgency</td>
<td>✓ Items are individually priced, creating larger income from sale</td>
</tr>
<tr>
<td><strong>Cons</strong></td>
<td><strong>Cons</strong></td>
</tr>
<tr>
<td>✓ Buyers are looking for deals</td>
<td>✓ Commissions and fees are usually lower than auctions</td>
</tr>
<tr>
<td>✓ Auction organizers arrange items into “box lots” to move items. This may dilute prices of items</td>
<td>✓ Unsupervised access to your house by buyers</td>
</tr>
<tr>
<td></td>
<td>✓ You may be left with unsold items</td>
</tr>
</tbody>
</table>

Step 3: Put your house on the market.
Step 3: Put your house on the market.

You have winnowed your possessions down to those you will take with you, and now it's time to get your house ready to sell.

The four factors that affect time to sell a home:

1. Location, location, location!
2. Condition: Prospective buyers often make purchases based on emotion, so first impressions are important.
3. Price: The market determines the price of your home. A home that is priced right will sell quicker, and the right price can overcome location and condition.
4. Market Conditions: Johnson County remains a sellers' market according to Altos Research; homes are selling in 48 days, on average.

Get Your Home Show-Ready
A checklist for every room of your house.

We created this checklist to improve your home's appearance and sell it faster (without undergoing major remodeling). Your Realtor® can help you find service providers to help complete your checklist, if needed.

Throughout the House:

- Open the draperies, pull up the shades and let in sunlight.
- Create a positive mood. Turn on all lights (day or night) and install higher wattage light bulbs to show your home brightly.
- If you have a fireplace, highlight it in your decorating.
- Replace carpet if it does not clean up well.
- Air out your home for a half hour or so before showings, if possible.
- Put away family photos and personal effects.
- Putty over and paint any nail holes or other wall damage.
- Paint all interior walls a neutral color to brighten the home and make it look bigger.
- Repair or replace any loose or damaged wallpaper.
- Clean all light fixtures.
- Wash all windows inside and out.
- Use plants sparingly, and only if they are healthy.
Throughout the House (Cont’d):

- Open doors to areas you want potential buyers to see such as walk-in closets, pantries and attics.
- Repair/replace banisters and handrails.

In the Kitchen:

- Microwave a small dish of vanilla extract 20 minutes before a showing and put it in an unnoticeable place.
- Highlight an eat-in kitchen with a table set for dinner.
- Expand your counter space by removing small appliances.

In the Bedrooms:

- De-personalize bedrooms and decorate in a neutral scheme.
- Organize your closets.

In the Bathrooms:

- Re-caulk the shower/tub if what’s there looks old, dingy or moldy.
- Repair or replace broken tiles.
- Replace dingy shower curtains.

In the Bathrooms (Cont’d):

- Put out fresh towels/washcloths.

Outside:

- Keep the yard mowed, raked and/or shoveled at all times.
- Use flowering plants to dress up the yard, walkway and patio.
- Remove all toys, bicycles, tools, unsightly patio furniture and trash from the yard.
- Porches, steps, verandas, balconies, patios and other extensions of the house should be kept uncluttered and swept.
- Give front and back entry doors a fresh coat of paint.
- Make sure the garage door opens easily.
- Clean and shine all hardware and accessories indoors and out.
- Prune trees and shrubs.
- Buy a new doormat.
- Be sure the front doorbell works.
- Be sure exterior doors and screen doors work properly.

Settling into a new home in a retirement community can be exciting and invigorating, but the process of getting there can seem overwhelming. By following the steps in this guide, you can set yourself up for a smooth transition. If you have questions about downsizing, or want to schedule a private tour of Lakeview Village, call 913-744-2449 to speak with a LifeCare counselor. We welcome the opportunity to speak with you about our thriving community.

913-744-2449
LakeviewVillage.org
14001 W. 92nd Street
Lenexa, KS 66215