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Free guide

# SELLING WHEN DOWNSIZING



# Nice to meet you.

Downsizing is more than just a property move - it's a lifestyle decision that often marks the beginning of a new chapter and can come with a mix of emotions. For many, it's about simplifying life while maintaining independence. For others, it's the chance to be closer to family, travel more, or simply enjoy a home that feels more manageable and aligned with future plans.

We understand that selling a home you've lived in for many years isn't always easy. We are here to help you understand the process and move forward with clarity and peace of mind. We'll offer practical advice, thoughtful insights, and professional guidance tailored to support you every step of the way.



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## Planning your move: The essentials

Downsizing successfully starts with thoughtful planning. Give yourself plenty of time - not just to prepare the property for sale, but to make decisions about what you'll take with you, where you'd like to go, and how you'll approach the move itself.

Many people find that beginning the process several months in advance makes everything feel less rushed and more manageable.

Start by considering what kind of home will suit you best in the next stage of life. Do you need fewer stairs, less outdoor space to maintain, or a location closer to amenities, family or public transport? Make a list of your "must-haves" versus "nice-to-haves". This will help focus your property search. At the same time, begin thinking practically about what space you'll realistically need in your new home. This is the ideal time to start sorting through your belongings, working room by room to identify what you'd like to keep, gift, donate or sell. Downsizing can be a wonderfully freeing process, but only if you give yourself the time and space to do it right.



## Preparing your property for sale



First impressions count - especially when it comes to selling your home.

Preparing your property properly can make a big difference to how quickly it sells and the price it achieves. As you begin to declutter for your downsize, use this as an opportunity to present the home in its best light. Buyers want to imagine themselves living in the space, so creating a clean, calm and inviting environment is key.

Simple steps like tidying the garden, touching up paintwork, or refreshing a room with neutral décor can help maximise appeal. Pay special attention to high-impact areas like the kitchen, bathrooms, and entrance hall. If there are small maintenance jobs you've been putting off - leaky taps, squeaky doors, or tired carpets - it may be worth tackling them now to avoid objections later.

Don't forget, your home has likely been well lived-in and well loved. We can guide you on where to focus your efforts to make the strongest impression without over-investing.

## The legal and financial side

Downsizing isn't just a physical move. It also comes with financial and legal considerations that are important to plan for early. Understanding the costs involved in both selling and buying can help you make informed decisions and avoid surprises later on.

Typical expenses to expect include estate agent fees, conveyancing (legal) fees, removal costs, and potentially stamp duty on your next purchase.

If you're releasing equity from your current home, you'll also want to think about how that money will be used - whether to support retirement plans, help family, or simply provide a financial cushion for the future.

It's also worth getting clear advice on how your move could affect things like tax, benefits, or inheritance planning. A financial advisor or solicitor can help with this, particularly if you're selling a property that's been in your name for many years. If you're not purchasing your next property outright, speaking to a mortgage advisor - even just to explore options - can be valuable. We can also introduce you to trusted local professionals who specialise in this area, making the process as smooth and stress-free as possible.

## Decluttering and Letting Go

One of the most liberating, and often challenging parts of downsizing is the process of decluttering and deciding what to keep. Over the years, your home has likely accumulated many items that carry sentimental value or serve practical purposes. However, when downsizing, you'll need to ask yourself:

Do I really need this? and Does this still serve me? Start early to give yourself the time to go through everything carefully and without pressure.

Begin room by room, tackling the areas you use most frequently, such as the kitchen, bedrooms, and living spaces. Consider donating gently used items to charity, selling things you no longer need, or passing on beloved items to family members who will appreciate them. For items you're unsure about, consider whether they're worth the space in your new, smaller home. Be realistic about what you'll truly use. Storage can be a great solution for items with sentimental value, but only if you're committed to staying organised! For the larger, more challenging items, consider professional decluttering services that can help streamline the process while offering guidance and support.



Remember, decluttering isn't just about getting rid of things. It's about creating the space for a fresh start in your new home. The act of letting go can also be a cathartic experience, helping you move forward with a sense of freedom and clarity.

## Finding the right property to downsize to

As you begin to think about your next home, it's important to focus on what will truly suit your lifestyle in this next chapter. Downsizing isn't just about finding a smaller space; it's about finding a property that meets your evolving needs and allows you to enjoy your life with ease and comfort. Concentrate on that list of "must-haves" (things you absolutely need) versus "nice-to-haves" (things that would be great but aren't essential). This will help narrow your search and prevent you from feeling overwhelmed by too many options.

It's also helpful to think beyond just the property itself. What kind of community or neighbourhood will you feel most comfortable in? Consider the services and amenities available nearby, such as healthcare, social activities, and shops. You might also want to think about long-term resale potential, in case your needs change again. Take your time to view several properties, imagining how each space will work for you day-to-day. And remember, we're here to guide you through this stage and help you find a property that fits your lifestyle and your future.



## The moving process

Once your property is sold and you've found your new home, the next step is the big move. While it can feel like a daunting task, breaking it down into manageable steps can help make the whole process smoother.

Start by creating a moving timeline—this will give you a clear idea of when you need to start packing, when to arrange for movers, and when everything needs to be ready. The earlier you begin, the less pressure you'll feel as the moving day approaches.

If you're moving long distance, you'll want to plan ahead even more carefully. Research removal companies with experience handling long-distance moves. Many companies offer full-service packages, including packing, transport, and even storage in case there's a delay in moving into your new home. You may also want to schedule a pre-move survey to ensure the removal company can accommodate your specific needs. It's important to stay flexible and allow for any travel delays, so if you're moving across country or overseas, ensure your belongings are insured during transport.

As you start packing, remember to label each box clearly with its contents and which room it belongs in. This will save a lot of time when unpacking and ensure things go to the right place.



For clients with mobility concerns, planning the move with extra care is crucial. If packing and heavy lifting are challenging, consider hiring a moving company that provides services specifically tailored to those with mobility needs. Many removal companies offer packing and unpacking services that can make the process less physically demanding. Some companies even have specialised equipment, such as lifts and ramps, to ensure your belongings are safely transported from one home to another.



Packing smart is essential, too—use smaller, more manageable boxes and consider packing items that are heavier or more awkward to move in smaller lots, so they're easier to handle. If you need extra help on moving day, you could also look into professional "packing helpers" who specialise in assisting with the physical side of packing and moving. Additionally, be sure to arrange for friends or family to help with unpacking and setting up in your new home if necessary. A good strategy for moving with mobility concerns is to schedule extra time for each part of the process, so you never feel rushed.

Finally, take a moment to say goodbye to your old home. Leaving a place full of memories can be emotional, but it can also be a moment of reflection and closure. Once you've settled in your new space, enjoy the fresh start and the new possibilities that come with it. And remember, we're here to help with any questions that pop up during the moving process.

## Settling into your new home

Once you've completed the move, it's time to enjoy the fresh start that comes with your new home. While the first few days or weeks can feel overwhelming, it's important to take your time and adjust to the new space at your own pace. Start by unpacking the essentials - things like bedding, kitchenware, and toiletries - so that your new home quickly becomes a comfortable space to relax in.

Take it room by room, focusing on creating the atmosphere and layout that feels right for you. It may take a few days to find a flow and feel settled, and that's completely okay!

In the early days, be sure to explore your new neighbourhood. Getting familiar with local shops, cafes, parks, and public transport options can make the transition feel smoother. If you've moved closer to family or friends, it's a great time to reconnect with them and get a sense of the community you've joined. If you've downsized to a retirement village or a community that offers amenities for those with specific needs, take advantage of the social activities and services available to you. Meeting new people and engaging in your new surroundings will help you feel more at home quickly.

In addition, consider setting up your home in a way that future-proofs it for ease of living. If there are any additional mobility aids you may need, such as grab rails in the bathroom or ramps for easy access, it's a good time to address these early. Making sure that your home is both functional and comfortable will help you enjoy your new space for years to come.

Remember, this is a new chapter in your life, one that's full of exciting possibilities. Take your time settling in, and enjoy the process of making this new space truly your own. As always, we're here to help with any questions or concerns you may have as you adjust to your new home.





<p><b>BILLINGSHURST</b></p> <p>01403 785288</p> <p>billingshurst@mansellmctaggart.co.uk</p>	<p><b>BRIGHTON</b></p> <p>01273 508955</p> <p>patcham@mansellmctaggart.co.uk</p>	<p><b>BURGESS HILL</b></p> <p>01444 235665</p> <p>bh@mansellmctaggart.co.uk</p>	<p><b>COPTHORNE</b></p> <p>01342 717400</p> <p>copthorne@mansellmctaggart.co.uk</p>	<p><b>CRAWLEY</b></p> <p>01293 533333</p> <p>crawley@mansellmctaggart.co.uk</p>	<p><b>CROWBOROUGH</b></p> <p>01892 662668</p> <p>crow@mansellmctaggart.co.uk</p>
<p><b>CUCKFIELD</b></p> <p>01444 417600</p> <p>cf@mansellmctaggart.co.uk</p>	<p><b>EAST GRINSTEAD</b></p> <p>01342 311711</p> <p>eastgrinstead@mansellmctaggart.co.uk</p>	<p><b>FOREST ROW</b></p> <p>01342 826682</p> <p>fr@mansellmctaggart.co.uk</p>	<p><b>HASSOCKS</b></p> <p>01273 843377</p> <p>has@mansellmctaggart.co.uk</p>	<p><b>HAYWARDS HEATH</b></p> <p>01444 456431</p> <p>hh@mansellmctaggart.co.uk</p>	<p><b>HORSHAM</b></p> <p>01403 263000</p> <p>horsham@mansellmctaggart.co.uk</p>
<p><b>HORLEY</b></p> <p>01293 228228</p> <p>horley@mansellmctaggart.co.uk</p>	<p><b>HOVE</b></p> <p>01273 044929</p> <p>hove@mansellmctaggart.co.uk</p>	<p><b>Land &amp; New Homes</b></p> <p>01293 533333</p> <p>01444 456431</p>	<p><b>LEWES</b></p> <p>01273 407929</p> <p>lewes@mansellmctaggart.co.uk</p>	<p><b>LINDFIELD</b></p> <p>01444 484084</p> <p>lind@mansellmctaggart.co.uk</p>	<p><b>MID SUSSEX Lettings</b></p> <p>01444 239822</p> <p>ms@mansellmctaggart.co.uk</p>
<p><b>RINGMER</b></p> <p>01273 407929</p> <p>ringmer@mansellmctaggart.co.uk</p>	<p><b>NEWICK</b></p> <p>01825 722288</p> <p>new@mansellmctaggart.co.uk</p>	<p><b>STEYNING</b></p> <p>01903 251200</p> <p>steyning@mansellmctaggart.co.uk</p>	<p><b>STORRINGTON</b></p> <p>01903 746000</p> <p>storrington@mansellmctaggart.co.uk</p>	<p><b>UCKFIELD</b></p> <p>01825 760770</p> <p>uf@mansellmctaggart.co.uk</p>	<p><i>Get in touch</i></p>



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