

THE DOWNSIZING SELLER'S JOURNEY

A Guide to Your Next Chapter



Presented By:
Cristina Dougherty



CRISTINA DOUGHERTY & ASSOCIATES

YOUR DOWNSIZING GUIDE



CRISTINA DOUGHERTY

REALTOR, SRES

Cristina has been working with home buyers and sellers in the Northern Virginia area for over 23 years as a licensed REALTOR® and Senior Real Estate Specialist. Cristina has earned a reputation of being hard working, responsible, honest and fun! With her background as an educator, she truly enjoys educating home buyers and sellers and helping them through the process and reach their goals. Cristina has been a Top Producer for many years, being featured in the Washingtonian and Northern Virginia Magazine as a Top Real Estate Agent.



CRISTINA DOUGHERTY & ASSOCIATES

**WE WANT TO
HELP YOU ON
THE NEXT STEP
OF YOUR
JOURNEY**

This workbook is designed to help you reflect on your goals, understand your options, and feel confident about next steps - whenever the timing is right for you.

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PART 1

FINDING YOUR WHY

What made me want to look at this today?

PART 2

CONSIDERING YOUR TIMELINE

Ideally, when would this process start and end?

PART 3

BUILDING YOUR SUPPORT TEAM

Who do I want in my corner? Who can provide the services I need without adding stress and complications?

PART 4

NEXT STEPS

Am I ready to take the next step? If so, what would that be?

PART 5

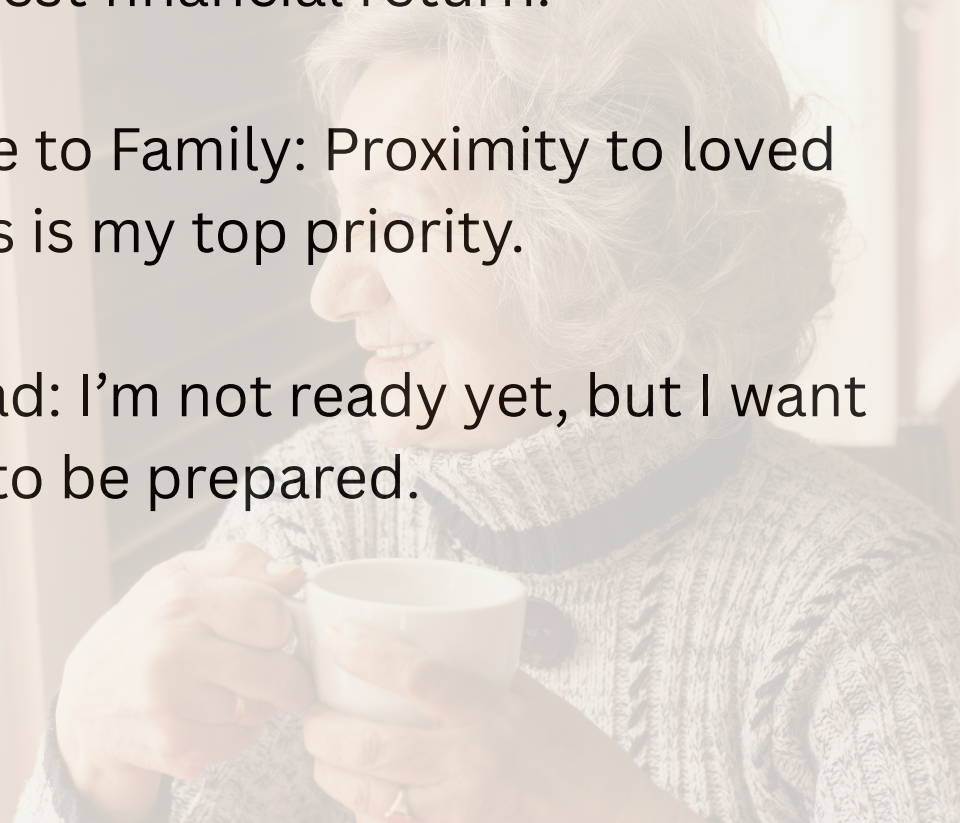
THOUGHTS/REFLECTIONS

What questions do I have? What scares me? What excites me?

FINDING YOUR WHY

What matters most to you as you think about selling your home? (Check all that apply)

- Timing Flexibility: I want to move at my own pace.
- Minimizing Stress: I want the process to be as simple as possible.
- Maximizing Proceeds: I want to ensure I get the best financial return.
- Staying Close to Family: Proximity to loved ones is my top priority.
- Planning Ahead: I'm not ready yet, but I want to be prepared.



“Often when you think you’re at the end of something, you’re at the beginning of something else.”

Fred Rogers



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CONSIDERING YOUR TIMELINE

When might you consider
making a move?

0-6 Months

I am ready to start the process soon.

6-12 Months

I am looking at the medium term.

1-3 Years

I have a long-term plan in mind

Gathering Information

I am just exploring my options for now



**TRUST IN YOUR OWN
PACE, BELIEVE IN
YOUR OWN TIMELINE**

**ONLY YOU KNOW
WHAT'S RIGHT FOR
YOU.**

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BUILDING YOUR SUPPORT TEAM

WHO WOULD YOU LIKE TO HAVE BY YOUR SIDE
DURING THIS PROCESS?

Adult Children

Financial Advisor

Attorney

Other Trusted Advisor

Senior Real Estate Specialist



NOTES:

Additional possible team members to add: Senior Move Manager, Placement Advisors, Staging Consultant, Movers, just to name a few. Know all of the pieces of the process so you can make sure you have all the right support in place.

YOUR PERSONALIZED NEXT STEPS

Think about where you are in the process, your goals for working through this guide and what directions you think you want to head.

Select the path is that right for you TODAY.



Consultation: Schedule a professional planning consultation.



Analysis: Request a professional home value review.



Collaboration: Invite family members to a group meeting.



Insight: Sign up to receive helpful market and transition updates.

NOTES:

What is step 1 in the path you chose?

Think about one thing you can do that won't cause stress, but will get you on your way in reaching your goal.



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VOICE & VISION

Use this space to note an concern, fears, or specific questions you want addressed:



RESOURCE LIBRARY



HANDY LIST OF USEFUL SENIOR WEBSITES

While experts are always available to reach out to, for those who prefer to explore on their own, this list offers helpful websites - each one selected with the senior community in mind.

[MORE INFO](#)



7 QUICK HOME FINANCING TIPS

Questions about financing your next steps? Click below to read 7 quick tips on what to think about.

[MORE INFO](#)



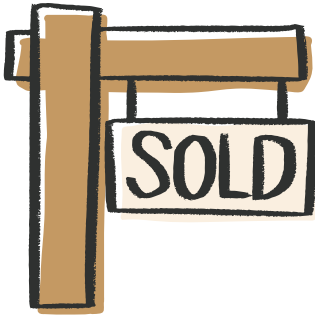
AN OVERVIEW OF LONG-TERM CARE ALTERNATIVES

If you or a loved one is considering a move to long-term care, there are many options with varying levels of care, costs, and benefits. Your SRES® Real Estate Professional is trained to assist seniors and can help you understand the choices in your area,

[MORE INFO](#)

YOUR BRAND NAME

CLIENT TESTIMONIALS



LAMAR H.

Cristina did an amazing job of selling my mom's house after she moved to an assisted living facility. She took care to walk me through the process including giving advice on how to stage the house, organize, dispose, sell, and store my mom's belongings. Cristina was truly a trusted partner during the entire process. Her knowledge of the local market and responsiveness are second to none. I highly recommend Cristina and would use her services to sell my own house.



DAVE G

Can't say enough good things about Cristina and her team! When we first met with her, she laid out a thorough plan, schedule and specific recommendations on how to optimize home showings and sale price. It had been 26 years since our last move, so we needed someone to own the selling process and provide honest and open options/recommendations. Cristina is a great listener and worked hard to ensure our goals were met. In our case, she far exceeded our expectations for gaining interest in the market, evaluating the offers and the final sales price. Cristina and her team take every step of the process personally and her ongoing communications were extremely helpful to us.



TERI

Cristina Dougherty made selling our house so easy! We literally went on vacation and came back to numerous offers! Selling and moving can be a stressful experience. Cristina's professionalism and expertise made selling our house of 28 years an extremely positive and stress-free experience.

THE DOWNSIZING SELLER'S JOURNEY



CRISTINA DOUGHERTY & ASSOCIATES

**IF YOU WOULD LIKE TO CHAT
ABOUT YOUR CURRENT HOME
OR JUST WANT A CURRENT
VALUATION, SIGN UP BELOW!**

[SIGN UP](#)

**OR FEEL FREE TO REACH OUT
DIRECTLY:**

**CRISTINA DOUGHERTY
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GETKEYEDUP@GMAIL.COM**

THANK YOU!

I hope this workbook provided some information, some guidance, and the opportunity to think about your journey. Please don't hesitate to reach out with questions!



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