

Downsizing & Moving Guide

domain&co.

Your Property People

Disclaimer

The information in this handbook is intended only as a summary and general overview on matters of interest. It is not intended to be comprehensive nor does it constitute legal advice.

The handbook is of a general nature and does not take into account your objectives, financial situation or needs. Before acting on any of the information you should consider its appropriateness, having regard to your own objectives, financial situation and needs.

Start here

Downsizing is one of the biggest decisions most people make. And yet most people try to figure it out alone while also running a household, managing family, and carrying a lot of emotion about what the move actually means.

We've been helping families buy and sell property for decades. In that time, we've sat at a lot of kitchen tables and had a lot of honest conversations about what people really want from their next chapter.

This guide won't tell you what to do. It'll help you think clearly about what matters, what to watch out for, and when it makes sense to get some help.

Domain & Co. are Buyer's and Vendor's Advocates. We work independently, never as the selling agent. We help people prepare their home for sale, choose the right agent, and navigate the whole process.

We tell you what we would do if it were us.

WHAT IS IN OUR DNA?

STRAIGHT

FRANK

CONSIDERED

GROUNDED

LONG GAME



Is it time to consider a move?

There's no right answer and no rush. But if you've been thinking about it, these questions are worth thinking about.

- Is your current home getting harder to maintain?
- Are you using most of the rooms or mostly just a few?
- Would freeing up some capital change your options?
- Do you want to be closer to family, services, or community?
- Are you looking for a lifestyle that takes less effort?
- Does your current home still suit where you are in life?

If a few of those resonated, it's probably worth a conversation even if you're not ready to do anything yet.

WHAT DOES 'DOWNSIZING' ACTUALLY MEAN?

For most people, downsizing isn't just about a smaller home. It's about a different life. Less maintenance. More freedom. Money working harder. A home that fits who you are now not who you were twenty years ago.

The property decision is actually the easy part. The harder part is getting clear on what you want the next chapter to look like.

THE PART NOBODY TALKS ABOUT.

Downsizing is a life decision dressed up as a property transaction. The numbers matter. The process matters. But so does everything else, the memories in the walls, the resistance from family, the grief of leaving a place you've loved.

In our experience, the people who navigate this best give themselves permission to feel it and then make decisions with a clear head.

Give it time. Don't rush the decision. Thinking about a move for a year before acting isn't wasted time, it is good planning.

Talk to your family. Not to get permission, but because the people who love you deserve to be part of the conversation early, not after the fact.

Separate the house from the home. The memories come with you. What you're selling is bricks and mortar.

It's okay to grieve it. Leaving a family home is a big deal. Acknowledge that and then let yourself look forward too.

Find someone who tells it straight. You don't need people who tell you what you want to hear. You need people who will give you the honest picture.

10 Common downsizing mistakes

We've seen these play out many times. None of them are fatal, but they are worth knowing about before you're in the middle of one.

1. Waiting too long to start planning.

Downsizing under pressure, health, finances or family limits your options. Start thinking early, even if you are years away from moving.

2. Underestimating the emotional side.

It's not just logistics. Give yourself and your family time to process what the move means.

3. Not involving family early enough.

Announcing a decision is different from having a conversation. Bring people in before you have made up your mind.

4. Leaving decluttering to the last minute.

Forty years of a life can't be sorted in a weekend. Start early. Do a little at a time.

5. Focusing only on the sale price.

The net outcome matters more than the headline figure. Selling costs, buying costs, tax implications. They all add up.

6. Not researching future living costs.

Body corporate fees, retirement village structures, ongoing maintenance, your monthly expenses might look very different.

7. Buying before you understand your options.

Locking in a purchase before your current home is sold creates unnecessary pressure.

8. Choosing the wrong selling agent.

Not every good agent is the right agent for your property. We help you select based on evidence, not personality.

9. Trying to do everything alone.

This is one of the biggest financial transactions of your life. It's okay to get help.

10. Rushing important decisions.

The property market will always have another opportunity. Don't let urgency push you into something that doesn't feel right.

Planning your next chapter

Use these questions to get your thinking down in one place. There are no right answers, just yours.

WHERE DO I WANT TO LIVE?

Suburb, area, distance to family or services.

WHAT KIND OF HOME AM I LOOKING FOR?

Apartment, townhouse, villa, retirement community.

WHAT FEATURES MATTER MOST?

Single level, garden, lock-up and leave, size.

WHAT IS MY REALISTIC TIMEFRAME?

When do I want to be in my next home?

WHAT IS MY BIGGEST CONCERN RIGHT NOW?

Finances, family, finding the right place, timing.

WHAT WILL HELP ME START THE PROCESS?

The best thing you can do before anything else is sit down with someone who knows this market well and has no agenda other than helping you think it through. That is what we do.

We will talk through where you are, what you want the next chapter to look like, and what the path from here to there might reasonably involve. No pressure, no pitch, no reason to make a decision on the day.

Just an honest conversation that gives you a clearer picture of what is possible and what to think about before you move. Most people leave that first conversation feeling less overwhelmed and more in control, which is exactly the point.



Ready to talk it through?

We offer a complimentary Downsizing Discovery Conversation, no obligation, no pressure. Just a straight conversation about where you're at and what your options look like.

Call us on 1300 808 917 | hello@domainandco.com.au

www.domainandco.com.au