

Team Scattergood

Resource Guide for Home Downsizing

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About Terry & Joe Scattergood

Terry & Joe have been residents of Southern New Hampshire for over 30 years which bring **valuable market knowledge** to the table. Their extensive professional background provides valuable knowledge in the areas of **marketing, strategic planning and project management.**

Their advertising agency experience and real estate background blend seamlessly with their **honest and trustworthy service and commitment** to help you achieve your real estate goals.

Your Trusted Real Estate Advisors



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Professional Marketing Experts Specializing in **Real Estate.**

The Team Scattergood Advantage

We are **Professional Marketing Experts** Specializing in **Real Estate**

Exclusive Approach to Marketing

We understand where buyers come from and create an effective marketing plan to reach them. Our job is to identify the right buyer, and our goal is to get the strongest offer for your property.

Customized Home Marketing

We offer so many tools such as *Stunning Photography, Detailed Floor Plans, Digital Marketing, Lifestyle Marketing* and a host of other effective tools. We would love to share with you what we do differently. We are true marketing experts and use more tools than the average agent.

Effective Pricing for your property

There is no “one-size fits all” strategy to price a house. Your property’s unique characteristics, your personal goals, and the time frame for the sale of your property. Our goal is to market your property with a pricing strategy that gets the most money possible while keeping your unique circumstances in mind.

We would love to share with you our UNIQUE MARKETING PLAN and the benefits when choosing PROFESSIONAL MARKETING EXPERTS.

**Make the Right Business Decision
when Selling your Home...**

It's your most valuable asset!



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Issues to consider before starting the process

By sres.org

Are all relevant family members aware of the upcoming sale and the reasons for it?

It's a good idea to have a family discussion about the decision to sell, prior to signing commitments. Adult children often have strong emotional stakes in the sale. Some family members may not want to say goodbye to the home. A family talk can help prevent later misunderstandings and avoid delays in the process. If the move involves significant downsizing, this may also be a time to bring up property and possessions issues.

Have the tax consequences of a sale been considered?

Selling a home can trigger significant taxation. Capital gains taxes may apply in the event the sales proceeds aren't used to buy another home. Before listing a home, it's a good idea to consult a tax specialist or professional financial advisor to determine how a sale will affect your finances.

Will an adult child be acting on the behalf of a parent in the sale?

In the event an aging parent is ill or incapacitated, another family member will need authority to make legally-binding decisions with regard to the home. If this is the case, a durable power of attorney document must be in place prior to the incapacity, naming an agent who will act on behalf of the senior.

If family members are assisting a parent in the sales process, has one member been chosen to be the contact in communicating with professionals?

It's best to have one family member take the lead in communicating with professionals. Multiple contacts can create confusion and delays.

Key steps in the process

There will be a lot of ground to cover. Here are some of the topics you can expect to explore together, each of which is discussed in greater detail on the following pages:

- 1. Housing options**
- 2. Home adaptations**
- 3. Meeting healthcare needs**
- 4. Financial considerations**
- 5. Legal considerations**
- 6. Selling your current home**

Is it Time to Sell Your Home?

By sres.org

Are you thinking of selling your home to move to a senior supportive environment? Or perhaps to move in with an adult son or daughter who can help with your needs as you grow older?

You may be considering leaving the family home with all that it represents—the place where children were raised; the safety and security of a family unit; the physical space where your oldest and dearest memories reside. For seniors, it can signify the best years of their lives, where friends and community ties were made.

Many seniors would prefer to continue living in their own home, or aging in place. Sometimes, circumstances work against those preferences:

- **Home maintenance becomes a burden**
- **A major life event forces considering a move**
- **An aging parent wants to live closer to adult children or other caretakers**
- **Financial concerns make it difficult to keep the home**
- **Support services are needed that are not available at home**

Whatever the reason, there may come a time when parents, along with their adult children, consider selling and moving on. This booklet is designed to help guide your family through the complex issues and unique situations you may encounter during the process.

Selling a Senior's Home is Different

By sres.org

Many homeowners have previously bought and sold homes. However, selling a senior's home can be much more complicated, due to the number of unique issues and decisions—and sometimes the number of people involved. Though seniors usually make the decision to sell, it is not uncommon for adult children to help them sort through these and other issues:

- **Is moving the best alternative? If so, where? Have other options been explored?**
- **Are close family members on board with a decision to sell?**
- **What is the best way to downsize a lifetime's worth of possessions and family heirlooms?**
- **What are the tax-related implications of a sale?**
- **What effects might a sale have on future income?**

The financial, logistical and emotional issues involved in a move can be stressful for a family to navigate. Senior parents and their adult children may feel they are in unfamiliar waters as they deal with these questions.

A real estate professional who has experience in senior's issues, and who can put you in contact with other similarly-trained professional advisors, can be an invaluable resource at this time. You can count on a specialist to help guide you through the process and the special considerations, making the transaction less stressful and more successful.

Senior-Friendly Guide to Downsizing

BY MYMOVE

Most seniors know that there will come a day when they'll have to downsize, either to simplify their lifestyle, to cut costs, to be closer to grandchildren, or to address medical needs.

It's often a stressful and tolling process — both emotionally and physically. But it doesn't have to get overwhelming. Here are some tips from MYMOVE to make downsizing easier.

Tips to make downsizing later in life easier

1. Start early.

Give yourself plenty of time for this process, because it will inevitably take longer than you expect. Take your time, and don't try to sort through your entire house in one day or week-end. A couple of weeks to a month is a more realistic timeline. Take it one room at a time, and take breaks throughout.

"Go through each item one by one," says Alison Kero, CEO of ACK Organizing in Brooklyn. "It's important to give everything you own your attention for at least a second or two. It will also help you develop a great decision-making system because you're learning how to focus and then choose."

If you aren't rushed, you'll find downsizing to be much less stressful.

2. Start small.

You probably already think of things you want to get rid of in the kitchen or garage, but avoid diving into such a big room at the very beginning. You have years and years of things to sort through. Start in an area with little emotional attachment. The laundry room or linen closet are good options.

Understand your needs. If you're moving into a two-bedroom house, four sets of sheets should be plenty. The rest can go.

"Garages/attics/basements are notorious for being the hardest rooms to tackle," says Debra Blue, of Blue Moon Estate Sales. "These rooms tend to accumulate all the old hobbies, boxes, old holiday decorations, and clutter. They're also known to be rather uncomfortable spaces. In the summer it's too hot, winter it's too cold, and in the springtime, it can be too humid."

3. Eliminate rooms you won't have in your new home.

If you're moving to an apartment or townhome, you might not have a garage or office space. Nearly everything in those spaces will need to be sold, donated, tossed, or relocated to other rooms. These areas might also be good items for consignment or garage sales; nice office furniture and outdoor tools are more valuable than old sofas or mattresses.

"Organize backwards," suggests Jamie Novak, author of 'Keep This Toss That.' "A common suggestion is to pick out the stuff you don't want and pack the rest. Try the opposite — pack the keepers. What's left can be looked at and most can be shared or donated."

4. Get rid of duplicates.

You'll find this is especially true in your kitchen. You have two or three spatulas and ladles, a couple of oversized stock pots, and four different sized cookie sheets. Now's the time to reduce the clutter. If you're feeling wary of handing off that second roasting pan because you use it every Christmas (but at no other time during the year), consider giving it to a child or grandchild who can bring it over for the holiday and take it home when they leave.

5. Only make Yes or No piles — no Maybes.

When you're going through years of belongings, some things are going to tug at your heartstrings, and you'll be tempted to make a third pile of things to keep if you have space. Don't fall for it. You'll end up with a Maybe pile that's bigger than either of the other two. When that happens, you haven't really made any progress in sorting, just moved it across the room.

Take a hard look at every item you pick up. If you use it regularly, keep it. But it's time to let something go if it's been sitting in a closet or on a shelf for a year or more.

"If you already weren't using it, or didn't like it, why on earth would you want to pack it up and schlep it to your next house?" says Hazel Thornton, of New Mexico-based Organized for Life. "I know it sounds silly, but people do it all the time. Moving isn't cheap, either; do you really want to pay extra to move stuff you don't even want? Don't delude yourself by telling yourself you'll deal with it at your next destination. No, you won't."

6. Reduce collections creatively.

It can be hard to let go of a lifetime collection of porcelain dolls or snow globes from all your vacations, but they will eat up a lot of space or end up stored in a box where you'll never see them.

Instead, pick a couple to keep and take high-resolution photos of the rest, then have them made into a photo book that can sit on your coffee table or mantle. You and guests will be able to enjoy them without the clutter. There are also tech tools or websites such as Foto-bridge.com that will convert those boxes of photo negatives to digital.

7. Don't be afraid to sell things yourself.

With Craigslist, Ebay, numerous smartphone apps, yard sales, and an abundance of consignment shops, selling your belongings has never been easier. You probably won't make a ton of money on most items, so consider how much time you want to invest.

Yard sales are usually faster, but items won't sell for as much. Craigslist has its drawbacks, but you'll have a much wider audience and can probably get more for your stuff. Consignment is a good option for high-end furniture, handbags, and other accessories; prices are reasonable, and they'll sometimes pick up heavy furniture for you.

If you aren't handy with a computer, your grandchildren can probably help. But if that all sounds like more than you care to deal with, hiring a firm to run an estate sale might be your best bet.

8. Consider legacy gifts early.

Is there an antique clock in your foyer that you plan to one day leave to your son? Maybe a china collection your granddaughter adores? If there are certain heirlooms or pieces you plan to leave to your family in your will, consider giving those gifts now.

This has two benefits: you'll get the items out of our way, and you'll be able to enjoy the feeling of giving those items to your loved ones now. While you're at it, find out if there are any items your children want that you don't know about — you might find an easy way to make them happy and lighten your load.

9. Allow some time to reminisce.

While you're cleaning and sorting, there will be some days when you want to stop emptying the kids' bedrooms and just look through the kindergarten drawings, soccer trophies, and once-prized stuffed animals. It's OK to pause and let the nostalgia take over for a bit. Cry if you need to, or move on to another room and come back. This is why you started early — just don't let it prevent you from eventually getting the job done.

"I always ask my clients how the item at hand makes them feel," says Morgan Ovens, of Haven Home in Los Angeles. "If it brings up any negative feelings, let it go. If it brings happiness of course it stays! The idea here is to only be surrounded by things you absolutely love. Isn't that a great goal?"

10. Use this as a chance to bond.

Invite the kids and grandkids over for the weekend. Talk to the young ones about where you bought your favorite trinkets. Tell them about your family's heirlooms. Let them help pack, ask questions, and spend time with you. Get help posting items for sale online.

It can be one more moment your family shares together in the house you've loved — before you start making those memories together in your next home. Remember that it's your family that's important for the memories you cherish, not the stuff around you.

Making the move after you pack

Now that you've downsized your belongings, how are you going to make your move? You'll want to have an answer in mind from the beginning of your downsizing process.

Will you be rounding up family members to help pack and drive a moving truck? Or will you pay for a full-service moving company to pack, ship, and unpack your things? Perhaps something in-between, with a mobile storage option in which you pack a container, and then the storage company does the shipping?

For seniors, there's often another option. More companies, known as senior move managers, are popping up across the country that cater specifically to seniors moving — either to smaller homes or moving into senior living or nursing communities. They'll usually do as much or as little as you want, from packing and moving to home cleaning and estate sales.

There are hundreds of senior move specialists. The National Association of Senior Move Managers reported nearly 1,000 companies as members in its 2015-16 annual report.

“There are now senior move specialists in most communities,” says Sara Geber, an aging transition coach with LifeEncore. “These are people trained to help at every step of the way, from selecting the new residence to downsizing, to transportation back and forth, etc. They are generally very reasonable in cost and well worth the expenditure. Most real estate brokers know of such professionals, as do estate attorneys and financial advisers.”

It’s important to keep these options in mind as you downsize because it might change your opinion on whether to keep or sell certain items. If you’re moving everything yourself, a 300-pound china cabinet might be better suited for the consignment shop to avoid the hassle and risk of injury. If you’re paying for full-service, you might be more inclined to keep it, but know that such heavy items add onto the price tag.

You’ll also want to be on the lookout for potential scammers. It’s fairly rare, but there are some companies out there that will promise one attractive price for a full-service move, and then once your stuff is all packed up in the truck, they’ll demand more money while holding your items hostage. Do your research and use companies that come with recommendations from family and friends.

If you’re undecided about what type of move is best for you, let MYMOVE help you compare moving options.

Dealing with the emotional toll of downsizing

Inevitably, most people will struggle a bit with nostalgia when they’ve reached a point where it’s time to downsize. Geber, with LifeEncore, spoke with MYMOVE about how to make the best of this difficult time.

“Change is hard for everyone, but the older we get, the more accustomed we are to our surroundings and our ‘stuff,’ even if all that stuff threatens to strangle us,” she says.

She says a lot of these negative feelings come from both sadness and fear, which is why she recommends making a downsize as early as possible when it’s easier to adjust to a new environment.

Many senior living communities allow potential residents to spend a few nights on site to get an idea of what it would be like to live there. Take advantage of that if you can. You want to make sure you find the right fit, Geber says.

And don’t let the apprehension get you down.

“Looking forward to a new environment” can help ease the transition, Geber says. Focus on the positives and appreciate how much simpler life will be with fewer surfaces to dust, rooms to vacuum, or towels to wash.

Your downsize doesn’t have to be stressful, sad, or scary. Stay positive and get excited about a simpler life in a new place with less clutter.

Protect Yourself from Common Moving Scams

BY COURTNEY PRICE DAVIS

How to make sure a moving company isn't a scam

Imagine your family is preparing for a big cross-country move. You've been getting quotes from moving companies upwards of \$4,000, but the last place you called gave you a quick quote over the phone for \$1,999. What a deal! Right?

Probably not.

More likely, that last offer is a common bait-and-switch scam in which nefarious movers quote a dramatically lower cost, pack all your belongings in the truck, and then demand a lot more money while holding your things hostage.

"If one bid is far below the other two bids, it could be a sign they are underbidding the job," says Justin Lavelle, scams prevention expert and chief communications officer at Been Verified, a background check service. "This could be for two reasons. One, they are inexperienced, or there is potential they will demand an inflated cash price before unloading the truck."

Of the 1.6 million moves each year, 3,000 reported possible fraud, according to MoveRescue.com. According to the Better Business Bureau, over 9,000 complaints against moving companies were filed in 2018 — with issues ranging from damaged or missing items, exorbitant bills, and goods being held hostage for additional payments.

Keep in mind, however, that not every day-of-move price adjustment is a scam; each mover charges tariffs based how far you're moving and the weigh or volume of your belongings, which is sometimes in question until packing day. But there shouldn't be a massive difference in the quoted price and the actual one.

In another common scam, movers might demand a fairly high deposit upfront and then never show up on moving day. T.J. Peterson, social media coordinator at Oz Moving & Storage in New York, says deposit fees are normal, but anything more than 10 to 20% of the total job cost is too high for an initial deposit.

Michael Keaton is senior director of communications for the American Moving & Storage Association. He said "it's also important to note that often times these 'moving companies' are nothing of the kind, and are in fact unlicensed, uninsured criminals who work outside the law."

What can you do to protect yourself from a moving scam?

Here are a few things to keep in mind while searching for a moving company:

Shop around and get references

Make sure to get multiple quotes and ask for references from friends or family you trust. Ask for suggestions or impressions of past experiences.

Look for registration

The Federal Motor Carrier Safety Administration requires companies to be registered with the U.S. DOT for interstate moves. FMCSA has a search tool online to find up-to-date registered movers as well as a complaint history.

Check the Better Business Bureau

Any legitimate company should have a profile on BBB.org with a history of complaints, but don't rule out a mover that has just a few.

Peterson says, "A few hiccups for any reputable company is not a warning sign: it is an inevitable side effect of being in business."

Expect an on-site visit

Many movers won't give you a complete estimate without reviewing your belongings and assessing their size and weight. A price quoted over the phone or online is likely not accurate. But this is changing rapidly.

"Some movers now offer estimates based on the photos and videos you take inside your home and send them online," Keaton says.

These usually are framed carefully as estimates and sometimes are given as ranges.

Get a contract

"This is common sense," Lavelle says. "Get everything in writing to protect yourself from hidden costs. Extra fees should be outlined in the contract so there are no surprises on moving day."

He also says to use a credit card instead of cash, so you can later dispute any fraudulent charges.

Look carefully at reviews

A company that doesn't have any negative reviews could be manipulating previous customers to write positive with a discount or paying posters to remove negative feedback.

"Any organization that does not seem to have a few disgruntled customers is likely doing something to sweep them under the rug," Peterson says.

Get well informed

FMCSA has plenty of resources for planning your move, including picking a mover and identifying potential fraud.

Courtney has a journalism degree from UNC-Chapel Hill and has worked at newspapers and magazines as a reporter, designer, copy editor and managing editor. She started a weekly newspaper at age 23 and was executive editor of Lake Norman Publications outside of Charlotte, N.C.

How to Embrace the Small Things After Downsizing

BY CHRISTINA RICCI

Let's face it: "enjoying the small things in life" is probably easier for someone who didn't just downsize their home. If you've recently transitioned from a spacious home to a petite studio, you could be struggling to find the "enjoyment" in downsizing. Is this hitting home for you? A little too much?

Whether this move was one you wanted or not, embracing an optimistic outlook by focusing on what you've gained — rather than given up — can help dramatically in this new adventure. What are the upsides of a downsize? Here are eight "less is more" reasons to celebrate your small digs.

Less Maintenance

A little hard work never hurt anybody, but a little less didn't either! The gift of less upkeep after downsizing is one that keeps on giving the longer you live in your space. You may be freed of the outdoor yardwork you were burdened with before. Or maybe it's two fewer bathrooms to clean. Less surface area and floors to clean means more time (or money saved from cleaning services) spent on what fulfills you. There's an optimistic outlook that's easy to maintain.

Less Responsibility

Less maintenance translates into less responsibility — a burden that takes a toll on many residents of larger spaces. If you thrived off some of the responsibilities required of you in your last place, consider alternatives you can pursue. For example, if you enjoyed gardening and no longer have a backyard, see if you can assist with your neighborhood's landscaping (who's going to say "no" to free help?) or try your green thumb out on indoor plants.

Lower Utility Bills

No surprise here, considering less space to cool and heat means lower charges from your utility company. But have you considered what other bills you can shrink now that you have less square footage? You may be able to implement additional money and energy-saving updates that weren't financially feasible in your large space. Think solar panels, windows, and insulation. A small upfront cost could save you some serious cash in the long run.

Lower Mortgage and Less Debt

You knew you'd be inheriting a lower mortgage or lease when you signed the dotted line, but just how impactful is this on your future savings? According to Investopedia, monthly mortgage payments are generally the largest single expense that homeowners face—accounting for 30% or more of gross (often 50% of net) income. Imagine how quickly you'll be able to reduce debt and skyrocket savings. Renowned financial expert Dave Ramsey agrees: downsizing is a sure-fire way to reduce debt on a mortgage or lease.

Lower Property Tax and Insurance Premium

We snuck two-in-one here, too. Beyond utility and mortgage bills, there are two more areas you'll see savings in: Property taxes and your monthly home insurance premium. While the square footage of a home isn't the only factor in property tax cost, it plays a big role in the

overall assessed property value that determines what you owe each year. Monthly insurance premium cost also increases or decreases based on square footage.

Lower Renovation Costs

This is where “less is more” gets exciting. Less square footage can work in your favor for luxury renovations that were once out of reach. Can you finally swing for that marble counter finish since you’re working with a quarter of the surface area you once had? Can the downsize in cabinets afford you the opportunity to have them professionally painted?

Less Environmental Impact

If going green hasn’t been a natural habit of yours, celebrate the fact you’re wreaking less havoc on the environment just from downsizing. Smaller homes require less lumber, water, electricity and gas—so naturally, you’ve become less wasteful and more supportive of the environment outside your four walls. Bonus points if you now live closer to your workplace, and are reducing emissions through less driving, and more walking and biking.

Less Nonessential Items

Avoid thinking negatively of beloved items you had to get rid of prior to the move. Chances are, that forced purge from downsizing gave you a good mental cleanse as well. Unnecessary clutter can inhibit your pleasure — but sometimes it takes a nudge to push us over the purging edge. Use the fact that you don’t physically have space for “stuff” as ammunition for avoiding impulse buys. You’ll save more money and become less fixated on material things — a great way to embrace the “life is about the small things” mentality you were struggling with before!

Christina has nearly nine years of expertise writing for brands ranging from health to home decor. She’s empowering others to work the room they already have through thoughtfully themed statements and easy-as-pie DIYs. When she’s not writing about affordable decorating, she’s absolutely decorating... affordably.

We look forward to helping you
with the process of downsizing your
home and would love to meet with you.

Terry & Joe



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