STEP-BY-STEP GUIDE FOR DOWNSIZERS

EYNESBURY

A SMARTER WAY TO DOWNSIZE

Downsizing is an important life decision, and when done well, it can unlock greater financial freedom, reduce day-to-day maintenance and support the lifestyle you want for the years ahead.

Whether you're looking to simplify, free up equity, move closer to family or amenities or future-proof your living arrangements, downsizing involves more than just buying a smaller home. Timing, finances and careful planning all play a key role in ensuring the transition is smooth and stress-free.

This step-by-step guide is designed to walk you through the downsizing process, helping you understand what to consider, what to plan for and when to seek professional advice so you can move forward with confidence and clarity.

STEP-BY-STEP PROCESS.

A GUIDE TO DOWNSIZING WITH SUCCESS

1.

GET CLEAR ON YOUR DOWNSIZING GOALS

Before making any decisions, take time to clarify why you're downsizing and what you want your next home to support.

Decide what's driving the move

- Lower maintenance.
- Releasing equity.
- Lifestyle change (location, travel, proximity to family).
- Accessibility and future-proofing.

List your must-haves and nice-to-haves

- Single-level living.
- Number of bedrooms and bathrooms.
- Outdoor space (if any).
- Storage requirements.
- Proximity to shops, medical services, transport and family.

2.

REVIEW YOUR FINANCIAL POSITION

Downsizing often involves unlocking equity, but it's important to understand the full financial picture before you begin.

KEY THINGS TO REVIEW INCLUDE:

- Current property value and expected sale price.
- Outstanding mortgage (if any).
- How much equity may be released after selling.
- Ongoing income and cash flow.
- Living expenses and future lifestyle costs.
- Buffers for unexpected expenses.

Your support team (which may include a mortgage broker if a loan is required, accountant, conveyancer/solicitor, financial planner, buyers agent) can assist with the above if required, and also help you:

- Estimate sale and purchase scenarios.
- Understand how much you can comfortably spend on your next home.
- Assess whether downsizing will improve your cash flow or financial flexibility.
- Explore options if buying before selling (e.g. bridging finance).
- Provide information on potential Transfer (Stamp) Duty concessions you may qualify for. Similar to first home buyer concessions, in Victoria, there is a 'Once in a Lifetime Downsizer' concession for pensioners.

A financial planner may also be of assistance, as you may qualify for the Federal Governments downsizer scheme, allowing you to make a concessional contribution to Super of up to $300,000 from the proceeds of the sale of your property. They can help you understand if this is applicable to your situation and the potential benefits.

3.

UNDERSTAND SELLING AND BUYING COSTS

Many downsizers underestimate transaction costs, which can significantly impact the amount of equity released.

Costs to consider include:

- Real estate agent selling fees.
- Marketing costs.
- Conveyancing or solicitor fees.
- Transfer (Stamp) duty on your new purchase.
- Moving costs.
- Building and pest inspections.
- Buyers agent fees on your new property (if applicable)
- Renovation costs on your new property before you move in (if required)
- Loan fees (if financing is required eg 'Bridging Finance').

Understanding these upfront will help avoid any surprises later.

4.

DECIDE ON YOUR TIMING

One of the biggest downsizing decisions is whether to sell first or buy first.

Selling first:

- Reduces financial risk (but may create market risk if you are in a growing market and leave it too long to buy).
- Provides certainty around your budget.
- Means that you may require temporary accommodation.

Buying first:

- Provides certainty around where you'll live.
- May require bridging finance.
- Can increase financial pressure if timelines shift.

Your support team can help you understand which approach best suits your situation.

5.

GET LOAN PRE-APPROVAL (IF FINANCE IS REQUIRED)

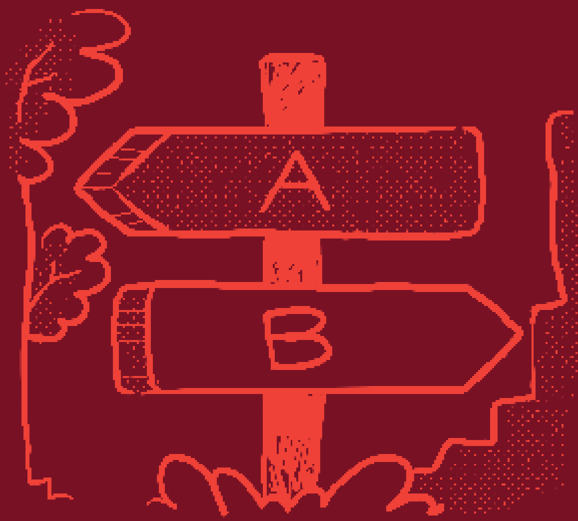
If your downsizing plans involve a home loan or bridging finance, it's important to organise loan pre-approval before making offers.

Pre-approval helps confirm your likely purchase budget and borrowing capacity, and allows you to act confidently when negotiating or bidding. Your mortgage broker will assess whether lending is required based on your sell-and-buy strategy and equity position. And if you're buying before selling, they can also explain bridging finance options, risks and costs.

Pre-approval is not legally binding, but it provides clarity and reduces financial uncertainty during the buying process.

6.

CHOOSE LOCATIONS AND SUITABLE PROPERTIES



Once your budget and timing are clear, you can narrow down where and what to buy.

Consider the below:

- Proximity to services, healthcare and transport.
- Community and lifestyle amenities.
- Accessibility features and future needs.
- Low-maintenance living.
- Resale appeal if plans change later.

If new developments or retirement-style communities are on the cards, it's also important that you:

- Review the masterplan and amenities.
- Understand what you are buying (as some retirement communities are land lease, whilst with others you may only be buying a right to occupy).
- Understand Owners (body) corporate, or ongoing fees and exit fees.
- Ensure the developer is reputable and experienced.

Create a shortlist of the properties or communities that suit your long-term needs.

7.

INSPECT PROPERTIES THOROUGHLY

Regardless of the property type, it's recommended that you:

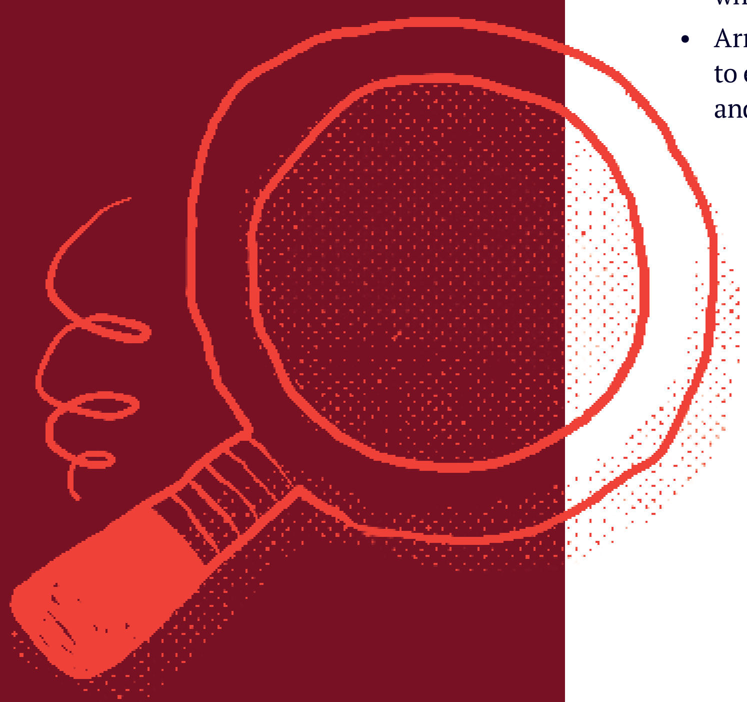
- Attend inspections and take detailed notes, photos and measurements to help you compare properties later.
- Assess each property against your downsizing goal.
- Consider long-term suitability, not just your current needs. Think about mobility, ease of access, safety features and how the home will support you over time.

For established properties (additional):

- Arrange a professional building and pest inspection to identify any structural issues, maintenance concerns or potential future costs before committing.

For new builds (additional):

- Review floorplans, inclusions, finishes and any allowances for upgrades or variations. It is worth noting that new builds will usually need to conform to new building standards for energy efficiency and accessibility, both of which may be very important as you age in place.
- Confirm expected build timelines and understand what is included at each stage.
- Arrange a pre-handover inspection before completion to ensure the property meets agreed specifications and quality standards.



8.

UNDERSTAND CONTRACTS & CONDITIONS

Engage a conveyancer or solicitor early to review contracts before signing.

- For private sales negotiate conditions such as subject to finance and inspections.
- For auctions ensure finance, if required, is fully arranged before bidding.
- For new builds review building contracts carefully and ensure you understand variations, allowances, timelines and warranties.

9.

MAKE AN OFFER & NEGOTIATE

- Base your offer on your confirmed budget, taking into account any equity released, the timing of any sale proceeds and whether finance is required. Avoid stretching beyond what comfortably fits your financial plan.
- Consider settlement timeframes carefully. If possible, align them with your sale strategy or moving plans to reduce stress, avoid temporary accommodation or minimise the need for bridging finance.
- Where possible, negotiate terms that suit your situation, such as longer or shorter settlement periods, flexibility around possession dates or conditions that protect you if finance or inspections are required.
- Keep your emotions in check as downsizing decisions are best made with a practical, forward-looking mindset. Focus on suitability, affordability and long-term comfort rather than sentimental attachment or pressure to secure a property quickly.

10.

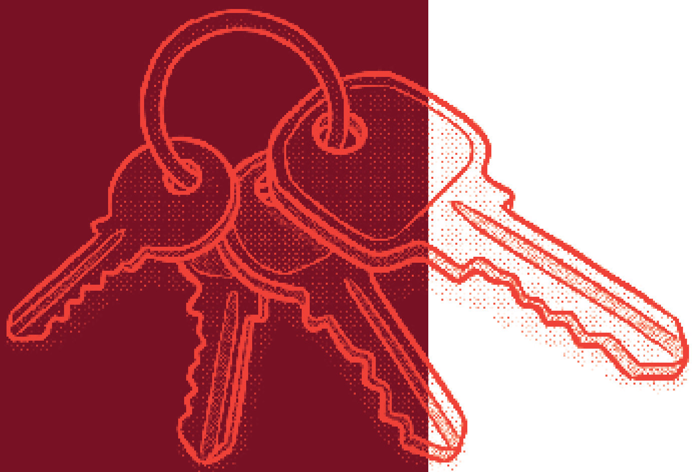
SIGN CONTRACTS & PAY DEPOSIT

- Do not sign contracts until your solicitor and other relevant team members are satisfied.
- Once contracts are exchanged, pay the deposit (usually 5–10%).
- Your mortgage broker will finalise finance if required.

11.

FINAL INSPECTIONS, INSURANCE & SETTLEMENT

- Arrange final inspections or pre-handover inspections.
- Organise home insurance from settlement or handover.
- Your conveyancer/solicitor will coordinate settlement with all parties.



12.

MOVE IN AND POST-PURCHASE TASKS

- Update your address with banks, services, government agencies and other documents including your will.
- Setup a mail redirect with Australia Post
- Store contracts, warranties and compliance documents safely.
- Register warranties for new builds.
- Review your new budget and ongoing expenses.
- Invite your family and friends to the housewarming!

VISIT OUR DISCOVERY & SALES CENTRE

479 Eynesbury Road, Eynesbury VIC 3338
Open Monday – Friday, 11am – 5pm
Open by appointment on Saturdays

CONTACT US

(03) 9971 0414
sales@eynesbury.com.au

EYNESBURY.COM.AU

SUSTAINABLE DEVELOPER

OSEY ENVIRONMENTAL CONSERVATION FUND

PROUDLY DEVELOPED BY

RESIMAX GROUP