

Thinking of downsizing?



Considering a lifestyle change?

We understand it can be difficult to know where to start when considering downsizing or moving into a retirement village.

Here are 6 steps for you to follow:

1 Personalised consultation

The first step is to have a personalised consultation with an experienced salesperson. This includes a home inspection and an assessment of your home's value in today's market. Even if you're not ready to move yet, knowing your home's value will better help you plan.

2 Repairs and maintenance

It's likely some maintenance will need to be completed prior to listing your home for sale. Whether this is fixing loose kitchen handles or arranging gardeners, it's good to get advice. When you book a personalised consultation with one of our team, we'll help you make a list of what needs doing.

3 Preparing your home for sale

To receive the best sales price, you may want to consider some cosmetic makeovers such as painting and house washing. Another option is either part of full home staging. Stagers know the real estate market, and what helps to create interest from buyers. We can help you find an experienced staging company and negotiate a good deal on your behalf.

4 Packing and organising

This step can seem overwhelming, especially if you have lived in your home for many years. We'll provide advice about what to pack prior to selling and how to sell or donate surplus belongings. We also work alongside downsizing and decluttering professionals if you would like extra support in this area.

5 Listing your home

When it's time to list your home for sale there are a few things you'll need to consider, including the best method of sale and how your property will be marketed to achieve the best price.

We'll take the time to explain each option and provide advice based on our experience. It's common for people to have lots of questions at this stage and we want you to feel completely comfortable with any decision that's made.

6 Moving

At moving time, you'll need to pack the belongings you're taking to your new home, arrange movers and then unpack at the other end. You'll also need to ensure your existing home is clean and ready for its new owners. This part of the process is a big job, and you will need help. It's important to choose a moving company that is reliable and trustworthy. We've been through this process many times and can provide advice on the most credible companies.

Choose a salesperson who who specialises in downsizing

Barfoot & Thompson have a team of salespeople who specialise in helping people to downsize or move into a retirement village.

Our team of experienced salespeople...

- ✓ Have a proven sales track record
- ✓ Have a relationship with local villages
- ✓ Are pleasant to deal with
- ✓ Are honest with strong moral principles



Full service facilitation

To ensure your move is as stress-free as possible our salespeople will help you every step of the way.



Packers



Cleaners



Movers



Gardeners



Home stagers



Painters



Handymen

A Q&A on retirement living



Grant Haworth from Barfoot & Thompson sat down with Janferie Bryce-Chapman, the former Age Concern Executive Officer, to discuss selling your home and moving into a retirement village. Grant has been a real estate professional since 2004, he also has specialised experience and in-depth knowledge gained from working within the retirement sector.

Janferie: I know that retirement villages are not for everyone and that there is divided opinion, but from your experience a move into a retirement village is a move that should be explored. Where would I start?

Grant: Each village is unique. To find one that's right for you I would recommend visiting several villages, meeting with the residents and taking a tour with the village representative. Open days or private appointments work well for this.

Janferie: Do you have to sell your own home before you buy into a retirement village?

Grant: Some villages have a 'move in early' policy where you can move in before your house is sold or goes on the market. The whole process of selling and moving into a village is designed to work in line with the sale and settlement timeline of your home.

Janferie: Can you move into a village and then change your mind?

Grant: There is a 15 day 'cooling off' period for all villages. Some village operators also offer longer money back guarantees.

Janferie: How much does it cost to buy into a village?

Grant: Depending on your budget and your needs, prices could range from \$300,000 to \$2m or more. If you are looking for a serviced apartment it would be less. Many people discover that moving into a retirement village releases capital locked up in their home.

Janferie: What costs are involved?

Grant: There are three key financial terms to be understood:

- The initial purchase price, commonly known as the 'entry payment'. This secures your occupation right agreement (ORA).
- Periodic costs, commonly referred to as the weekly fee
- The deferred management fee (DMF) *The DMF payment does not come into effect until you leave the village.

Janferie: Do you own the villa/unit that you buy?

Grant: The most common type of Occupation Right Agreement is a licence to occupy. This gives you the contractual right to live in the village for as long as you choose (health and other terms permitting) but no legal ownership of the home or land itself. This type of ownership is different to owning your residential home.

Janferie: The Weekly Fee - what does it cover?

Grant: This covers your portion towards the day to day operational costs of the village for example rates, building insurance, gardening, exterior home maintenance, a 24/7 onsite emergency response service, staff wages and use of the communal facilities and amenities. Excluded are items such as your telephone, Internet, Sky and your contents insurance. A big benefit is certainty for budgeting. The outgoings can be less than maintaining your own home - and without the stress or worries.

Janferie: What is the Deferred Management Fee?

Grant: When your villa/unit is sold, the village retains a Deferred Management Fee (DMF) of up to 30% of the original purchase price. The DMF contributes to the refurbishment of your home prior to a new resident moving and other capital costs of the village and facilities. The DMF is typically accrued between a period of 3-5 years depending on the village and type of home you occupy. If you leave within this time, your fee will be reduced accordingly. A village representative will be more than happy to talk you through this in further detail.

Janferie: Can I have a pet?

Grant: In most villages, yes.

Janferie: Can family or friends stay over?

Grant: Of course, it's your own home. It is usual to let the village manager know if you have house guests.

Janferie: How old do you need to be?

Grant: For some, from age 60, some 65 and often 70.

Janferie: Many people say to me that making a move from their home is too much to take on.

Grant: Yes, this is often mentioned. The service our team provides is to ensure the whole process is coordinated with care, with timelines to suit. Our aim is to ensure the process from start to finish is stress free.

Janferie: Can I move into a retirement village outside Auckland without much hassle - and where would I start?

Grant: Yes, I have moved several owners out of Auckland and the procedure is not much different. This will also be co-ordinated with my assistance and the support of the village representative. Call me to discuss the first steps.

Janferie: Thanks, Grant. There is a lot to take in, and I can see that guidance from someone like you, who knows the whole process, is best.

Note: Janferie Bryce-Chapman was the Age Concern Executive Officer at the time of this interview however has since moved on.

Meet our team of salespeople across Auckland

The retirement transition experts



Sue Allan

WEST AUCKLAND

M 021 388 021

E s.allan@barfoot.co.nz

"Sue's professionalism was excellent. Her helpfulness and friendliness to me in what was a very emotional experience, was above what I would expect of an agent selling a house. She sold a home, because that was what it was to me and I believe it will be to the new owners! Thank you, Sue!" **Barbara**



Dee Brennan

AUCKLAND CENTRAL

M 021 581 007

E d.brennan@barfoot.co.nz

"Dee recently helped me transition from my home of over 24 years into a retirement village. She has extensive real estate knowledge, maintained excellent communication and provided outstanding advice over a disruptive period (Covid-19 lockdown and its aftermath) to conclude a successful sale in a difficult market. Dee was exceptionally helpful, has good contacts and provided assistance beyond what I had expected. I can unreservedly recommend Dee to any potential seller or buyer." **Cheryl Cliffe**



Tania Brown

CENTRAL & EASTERN BAYS

M 021 125 0931

E t.brown@barfoot.co.nz

"Of particular importance to me was Tania's fantastic communication skills. From frequently visiting my grandmother to show her internet photos, clearly explaining the whole sales procedure, advising her and helping stage the house and all the while keeping me in the picture. I thoroughly recommend her if you are considering selling your home." **James Houghton**



Grant Haworth

NORTH SHORE

M 021 194 4095

E g.haworth@barfoot.co.nz

"We cannot speak more highly of the service given by Grant in the whole process of the sale of our property. He always provided advice that was accurate and timely, and arranged for any small jobs to be done by contractors that we required. His quiet and respectful manner and offers to assist us in any way we thought helpful, was greatly appreciated." **Beth and Brian Ellis**



Debbie le Roux

RODNEY DISTRICT

M 021 94 19 73

E d.leroux@barfoot.co.nz

"Debbie is a delight. she is personal, caring and honest. Kept in contact regularly, detailed updates after open homes and activities. She went above and beyond our expectations and sold our home with no challenges."

Kezia Trask



Simone Young

EAST & SOUTH AUCKLAND

M 021 730 377

E s.young@barfoot.co.nz

"Simone is the consummate professional, acting above and beyond what we expected, as well as achieving an incredible price. Simone kept us all well informed, and treated mum with kindness, caring and respect for which we are all extremely grateful. We have no hesitation in recommending Simone to any future vendors."

Wheeler Family