

downsizing

A GUIDE TO MAKE THE
DOWNSIZING PROCESS EASIER





Meet Nancy Hofmann

Experience To Get You Home

For Nancy Hofmann, an experienced agent on the Baltimore scene, it's not enough to simply meet her clients' expectations -- she makes it her mission to exceed them. As a top-producing Senior Real Estate Specialist® with more than three decades of experience and stellar credentials, Nancy believes that downsizing doesn't have to be a stressful experience.

The first step to unlocking that coveted stress-free downsizing experience? Choosing a well-established, trusted real estate agent like Nancy. As a Towson native, she specializes in helping clients navigate the fast-paced Baltimore County real estate market, pairing unrivaled local knowledge with the expertise your needs demand. She simplifies the downsizing process into bite size pieces that take the unpredictability of your move into manageable, digestible steps. In getting your home ready for the market, Nancy designs a tailored strategy based on real-time data to help position every home in its best light.

The bottom line? When it comes time to make a move or just hoping to stay current on the latest industry trends, Nancy has the kind of knowledge you want by your side. Connect with her for a free, no pressure consultation today!

Nancy Hofmann

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Meet The Team



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What My Clients are Saying

“

Nancy helped us to sell our condo during Covid 19 pandemic and I am impressed with her skills as a real estate agent! She is very knowledgeable about the housing market and confidently negotiates on your behalf. We cannot be happier about choosing her as our agent and she exceeded every expectation that we had for selling our condo. We highly recommend her and would love to work with her for our future houses.

- Seller

We couldn't have gotten blessed with a better agent when we got Nancy I have and will continue to recommend her to anyone and everyone looking to be represented by the best around.

- Buyer



I cannot recommend Nancy enough. She helped me every step of the way with my move from NYC to Baltimore AND my first home purchase. She guided me to a condo that is a perfect fit for me. I'm simply grateful and so lucky that I was matched with Nancy as my realtor. Even after my purchase, she continues to be a source for information and support. Thank you AGAIN! 100/5 Stars

- Buyer

Nancy helped me through a very difficult time with the sale of a relative's house after her sudden passing. Since I live on the opposite side of the country, Nancy helped with coordinating the needed repairs, dealing with the homeowner's association, being present for inspections, and selling of the household belongings, etc. And then she staged the house and marketed so thoroughly that the house sold way over comparable properties in the area. Through one initial meeting, many phone calls and emails, I found Nancy to be extremely knowledgeable, professional, motivated and compassionate, and would highly recommend her!

- Seller

Nancy is the only realtor I would ever use. She is aggressive with selling your home and searching for your next home. ALWAYS is accessible. Returns emails and phone calls within an hour or two. Extremely knowledgeable of the market and outside programs to assist buyers and sellers. We are on our second generation with Nancy as our realtor for our family. Highly recommend Nancy. Over 30+ years of experience with homeowners. Knows the real estate market extremely well.

- Buyer and Seller

In this current hot housing market, you definitely want an expert on your side, and Nancy is precisely that. She is extremely thorough in all details of the buying and selling process (I met her when I initially viewed the property I subsequently bought, and was so impressed with her, I asked her to represent me in selling my home). Within two days after meeting her, she was at my home, equipped with all the comps in my neighborhood over the last year. She knew precisely the values in my neighborhood, suggesting a price which generated multiple offers even though it was higher than I would have imagined! The suggestions she made for staging my house, though minimal, made a large impact, and her photographer did an outstanding job creating a video and still photos which I believe were instrumental in generating traffic, all of which resulted in well-over-asking price offers within 3 days. Once under contract, her access to well-priced subs was invaluable; they quickly handled the work needed for repairs identified during inspection. Throughout the selling process, Nancy was only a phone call away; her attention to detail and responsiveness were instrumental in finalizing all details needed for closing. Whether buying or selling, Nancy is the kind of real estate professional you need! I am extremely grateful to have had her as my agent!

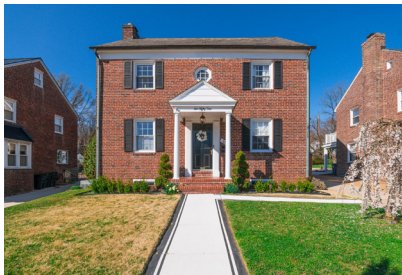
- Seller

”

Notable Sales



1423 Autumn Leaf Road,
Towson, MD



652 Regester Avenue,
Towson, MD



530 Murdock Road,
Towson, MD



900 Greenleigh Road,
Towson, MD



2 Southerly Court, Unit 207,
Towson, MD



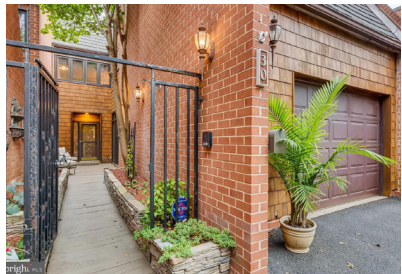
1114 Stevenson Lane,
Towson, MD



2511 Londonderry Road,
Timonium, MD



1401 Chippendale Road,
Timonium, MD



30 Malibu Court,
Towson, MD



2904 Second Avenue,
Parkville, MD



504 Park Avenue,
Towson, MD



4842 Water Park Drive,
Belcamp, MD



3713 Delverne Road,
Baltimore, MD



13 Holy Crest Drive,
Timonium, MD



12 Ridgecliff Court,
Kingsville, MD



4964 Brightleaf Court,
Rosedale, MD



12551 Roundwood Road,
Timonium, MD



8203 Thornton Road,
Towson, MD



13 Fallstonview Court,
Fallston, MD



11973 Mays Chapel Road,
Timonium, MD



8216 Laurel Drive,
Parkville, MD



7016 Sherwood Road,
Baltimore, MD



3613 Duxbury Court,
Jarrettsville, MD



3215 Suffolk Lane,
Fallston, MD



Awards and Recognition

35

Years in
the Business

15

million
in sales in 2021

100s

of Homes Sold in Baltimore
City & County, Harford &
Carroll Counties

Best of Zillow Award

Best of Baltimore 2021 Award

Nominated for Distinguished Realtor of the Year in 2020.

Current Chair of the Greater Baltimore Charitable Foundation

Current Board Member for the Towson Chamber of Commerce

Volunteer for the Student Support Network

Volunteer for Baltimore Animal Rescue & Care Shelter (BARCS)



**BEST OF
ZILLOW**



Senior Real Estate Specialist (SRES)

Certified Residential Specialist (CRS)

Graduate Realtor Institute (GRI)

Accredited Buyers Representative (ABR)

Seller Representative Specialist (SRS)

What if you could sell your home faster and for a higher price - with no upfront costs or interest?

What if we could help sell your home faster and at a higher price, without you spending anything upfront for home improvements? With Compass Concierge, an exclusive program for our clients, Compass will front the cost of services to enhance your home's value. **No hidden fees, no interest charged—ever.**

Together we'll determine what improvements will increase your sales price and yield the highest returns. We simply collect the payment for the services at the time of closing. By investing in your home's potential, we aim to provide a faster sale, maximize your profits, and make the process as seamless as possible for you as our client.

83%

Of buyers' agents say staging helps their clients visualize a property as their future home.

46%

Of seller's agents say staging increases property value from 1%-20%

74%

Of buyers prefer new homes because they don't have to renovate



BEFORE



AFTER

When is the Right Time to Downsize?

Assuming your current home no longer fits the lifestyle you want or the income and energy you have, you should look for something more suitable, and your search for a new home should definitely reflect that. Asking the right questions to figure out your needs and goals is the perfect first step to preparing for the huge life event downsizing can become.

Imagine the Long-Term

Think about what you could do with the extra financial savings moving would award you in the long run.

Do Some Work on your Psyche and Identity

Many people still buy into the "bigger-is-better" appeal of large homes, which can cause reservations about scaling back. To combat these beliefs, look at the freeing benefits a smaller space offers.

Examine your Financial Situation

Determine a reasonable amount to spend on a purchase or rent and begin researching options within your budget. Moving in and of itself requires an organized process, but when the space you're moving into is more confined than you're used to, you will face additional challenges. To be as prepared as possible, I have provided the following tips to help you.

Benefits of Downsizing

- Financial Savings
- Reduce Effort on Upkeep
- Better Use of Space

Fun Fact:

On average, American house contain 300,000 items





Tip #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 weekend. A few weeks to a couple months is a more realistic timeline. Take it one room at a time, and take breaks throughout. If you aren't rushed, you'll find downsizing to be much less stressful.

Tip #2 Start Small

You probably already have a couple of things in mind to toss out 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.





Tip #3

Eliminate Rooms You Won't Have in Your New Home

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

Tip #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; four different sized cookie sheets; a blender, a food processor, a coffee grinder, and a nut chopper. 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.





Tip #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, and 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 or expect to in your new home, keep it. If it's been sitting in a closet or on a shelf for a year or more, it's time to let it go.

Tip #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 else 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 that will convert those boxes of photo negatives to digital.





Tip #7 Don't Be Afraid to Sell Things Yourself

Yard Sales, online auctions, 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. 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.

Tip #8 Allow Yourself 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. Ask yourself, how does the item make you feel? 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!





Tip #9

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.

Tip #10

Streamline Moving Day

Create a timeline for when the moving company arrives and make sure everyone who needs keys to the different properties has them. Be sure any property or facility managers expect your arrival. Pack a bag or box of immediate essentials to unpack first. Move furniture and appliances before progressing to smaller boxes.



let's talk today



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COMPASS

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