

PITTSBURGH DOWNSIZING

& RIGHT-SIZING GUIDE

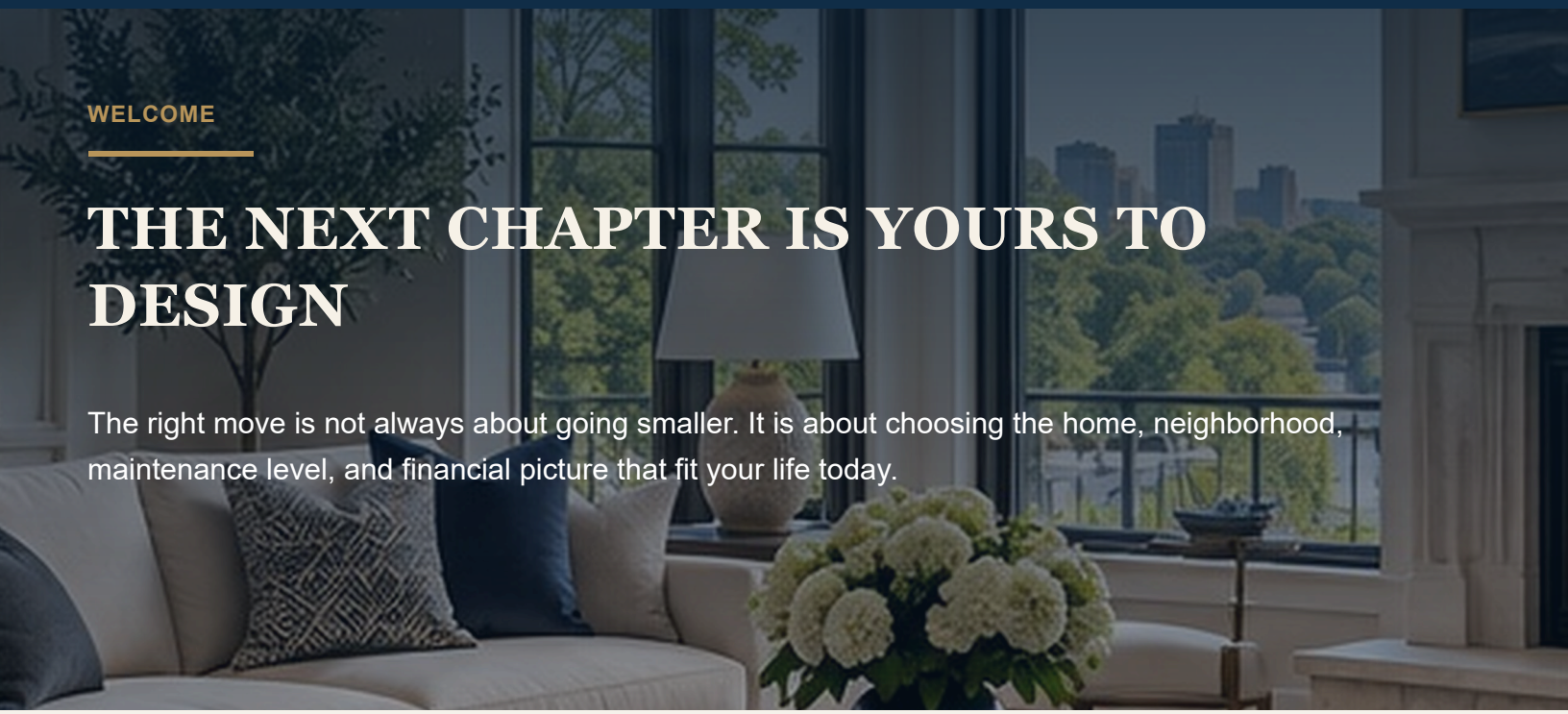
LESS TO MANAGE. MORE ROOM TO LIVE.

AUBRE J STACKNICK

GLOBAL REAL ESTATE ADVISOR • REALTOR®

PIATT SOTHEBY'S INTERNATIONAL REALTY

BUILDER. RENOVATOR. INVESTOR. REAL ESTATE ADVISOR.



WELCOME

THE NEXT CHAPTER IS YOURS TO DESIGN

The right move is not always about going smaller. It is about choosing the home, neighborhood, maintenance level, and financial picture that fit your life today.

RIGHTSIZING WITH PURPOSE

Some clients seek less upkeep. Others want to be closer to family, travel more often, or shift into a different type of community.

EXPERIENCE BEHIND THE ADVICE

With more than 20 years in building, construction management, renovation, and design, I help you look beyond finishes and evaluate what a home really requires.

WHO THIS GUIDE IS FOR

Homeowners considering a home that is easier to maintain, closer to the people they love, or better suited to how they live now. Whether you plan to move this year or are only exploring, this guide helps you ask better questions.

HOW TO USE THIS GUIDE

Read the pages in order, or start with the topic that matters most today. Bring your notes and questions to our first conversation.

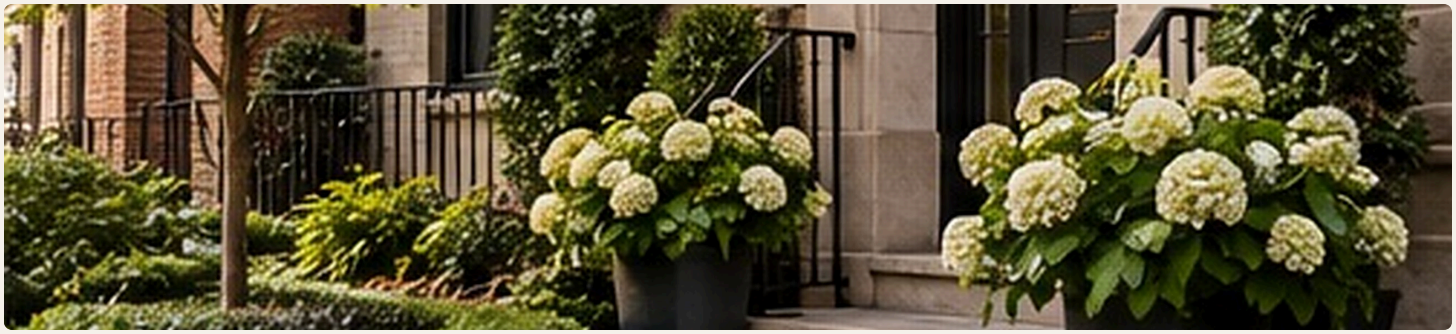
"The goal is not to leave something behind. It is to move toward a home and lifestyle that work better for you."

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THE GUIDE

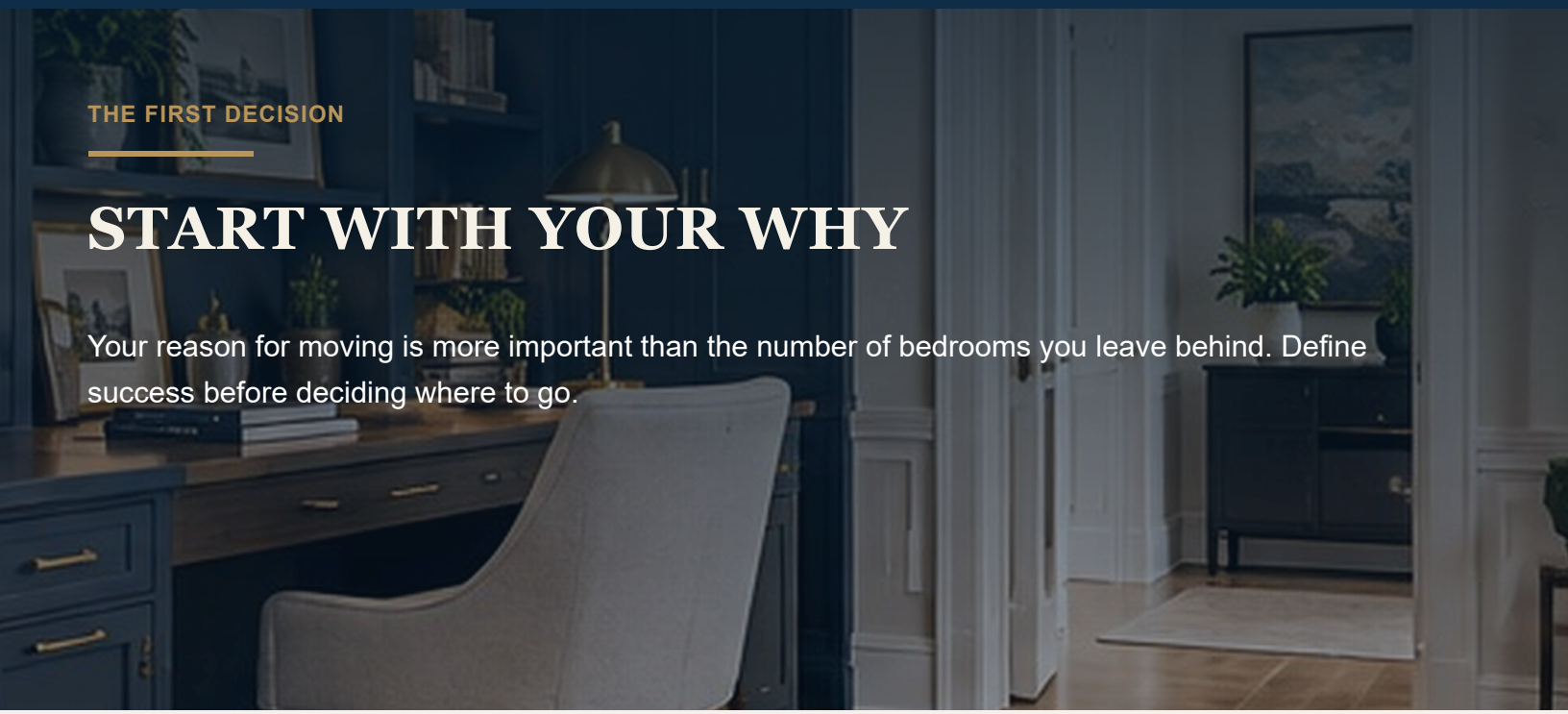
A CLEARER PATH FORWARD

Practical decisions. Thoughtful preparation. More confidence in your next move.



04 Start With Your Why
05 Four Ways to Right-Size
06 Compare the Total Cost
07 A Home That Works With You
08 The Builder's Eye Standard
09 Prepare With Purpose
10 Pricing Is a Plan, Not a Guess
11 Sell First, Buy First, or Plan Both?
12 What to Keep. What to Release.
13 A Practical Moving Timeline
14 Before You Choose Your Next Home
15 The Builder's Eye Strategy
16 Let's Talk

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THE FIRST DECISION

START WITH YOUR WHY

Your reason for moving is more important than the number of bedrooms you leave behind. Define success before deciding where to go.

LIFESTYLE

Would you like less outdoor work, fewer stairs, time to travel, more social opportunities, or better access to the places you love?

- A main-level bedroom and fewer stairs
- Less yard and exterior upkeep
- More time to travel
- Closer to family, friends, and activities

FINANCIAL FLEXIBILITY

Are you aiming to release equity, make monthly costs more predictable, or simplify the responsibilities of ownership?

- Release equity from your current home
- More predictable monthly costs
- Fewer repair and capital-improvement surprises
- Simpler ownership responsibilities

THE QUESTION THAT CHANGES EVERYTHING

How do you want an ordinary Tuesday to feel in your next home? Let that answer guide your property search.

- Write down three things you want more of
- Write down three things you want less of
- Bring both lists to our first conversation

"Start with how you want to live. Then find the home."

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CHOOSE YOUR NEXT HOME

FOUR WAYS TO RIGHT-SIZE

The best fit depends on the responsibilities you want to keep, the amenities you value, and the flexibility you need.



01 SMALLER SINGLE-FAMILY

Privacy and control, with responsibility for exterior care, major systems, and yard maintenance.

02 TOWNHOME

Potentially less yard work, but confirm which exterior elements remain the owner's responsibility.

03 CONDOMINIUM

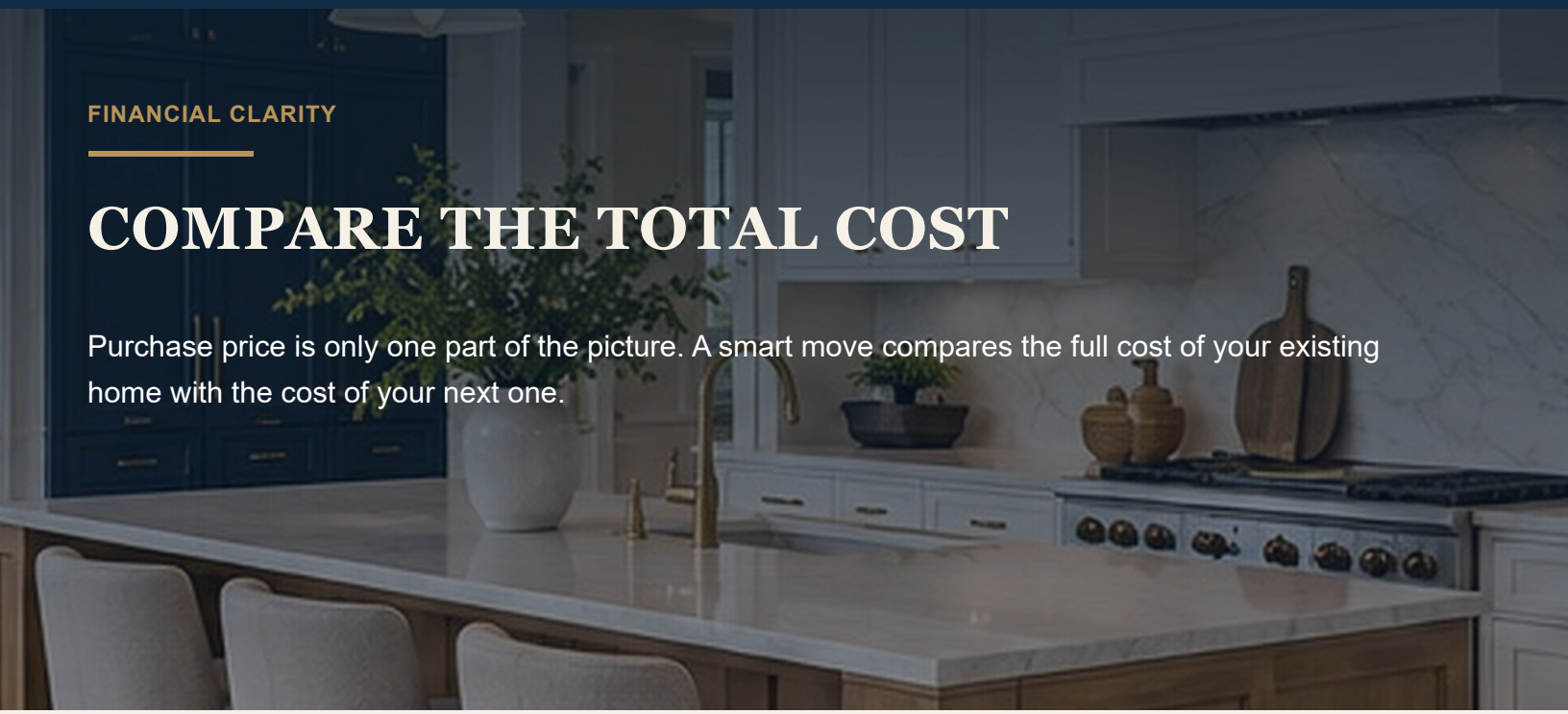
Shared responsibility for many common areas and exteriors; review fees, reserves, assessments, and rules.

04 55+ OR ACTIVE-ADULT

Community-oriented amenities and varied ownership structures. Review services, restrictions, and ongoing costs.

A smaller home does not automatically mean lower costs or less maintenance. The ownership structure matters.

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FINANCIAL CLARITY

COMPARE THE TOTAL COST

Purchase price is only one part of the picture. A smart move compares the full cost of your existing home with the cost of your next one.

CURRENT HOME COSTS

- Mortgage or remaining balance
- Property taxes and insurance
- Utilities
- Yard, snow, and exterior care
- Repairs and annual maintenance
- Future roof, HVAC, window, and other capital items

NEXT HOME COSTS

- New payment or cash purchase
- Closing costs
- Taxes and insurance
- HOA or condo fees
- Utilities
- Moving costs and reserves

DO NOT OVERLOOK

- Condo assessments and reserves
- Capital contribution or transfer fees
- Association documents and rules
- Insurance deductibles
- What monthly fees actually cover

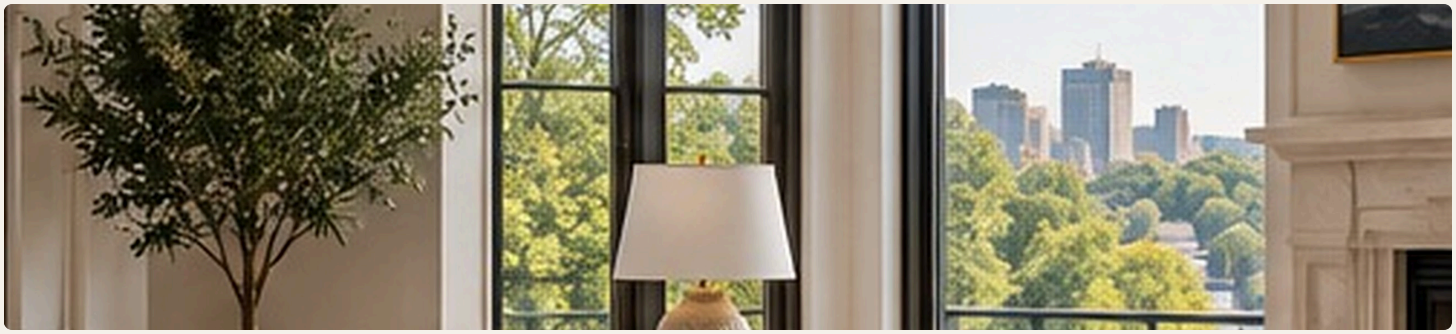
"Compare the full cost of living, not just the price."

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DESIGN FOR EVERYDAY LIFE

A HOME THAT WORKS WITH YOU

The details that matter most are often the ones you will notice every day.



MAIN-LEVEL LIVING

Bedroom, laundry, and daily essentials on one level.

- Primary bedroom and bath
- Laundry and kitchen
- Room for overnight guests

ACCESS & COMFORT

Entry steps, door widths, bathroom layouts, lighting, and storage.

- Railings and entry steps
- Hallway and door widths
- Lighting and storage

SYSTEMS & CONDITION

Roof, windows, HVAC, water management, and maintenance history.

- Age of major systems
- Drainage and water management
- Maintenance records

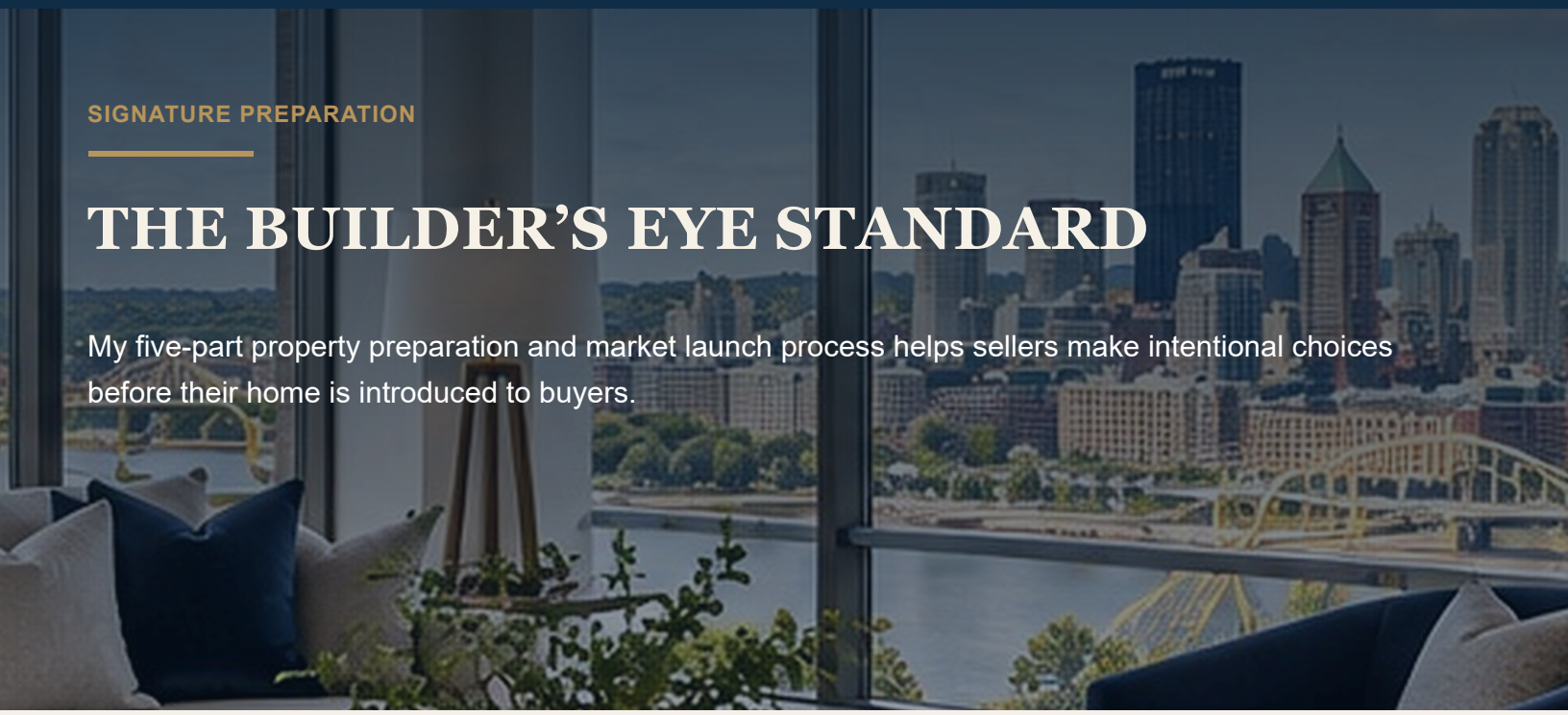
LOCATION & ROUTINE

Proximity to family, healthcare, shopping, recreation, and travel.

- Family and friends
- Healthcare and shopping
- Recreation and travel

Builder's tip: ask for the age of major systems and the maintenance records before you fall in love with a finish.

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SIGNATURE PREPARATION

THE BUILDER'S EYE STANDARD

My five-part property preparation and market launch process helps sellers make intentional choices before their home is introduced to buyers.

01 EVALUATE

Review visible condition, layout, maintenance, and distinctive features.

02 PRIORITIZE

Identify sensible improvements based on cost, timing, and market appeal.

03 PRESENT

Prepare spaces, coordinate agreed work, and ready the property for photography.

04 POSITION

Develop pricing, buyer-focused messaging, and a distinctive listing story.

05 LAUNCH

Complete agreed preparation and coordinate a deliberate market introduction.

The Builder's Eye Standard is a preparation and marketing process. It is not a home inspection, certification, or warranty.

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SELLER PREPARATION

PREPARE WITH PURPOSE

The objective is not to renovate everything. It is to remove distractions, reduce preventable objections, and highlight what buyers value.



01 REPAIR

Resolve relevant visible concerns and obvious maintenance items.

- Leaks, stains, and visible damage
- Sticking doors and windows
- Railings, lighting, and safety items

02 EDIT

Declutter to reveal room scale, storage, light, and circulation.

- Clear counters and closets
- Open pathways in each room
- Pack what you will not need before listing

03 REFRESH

Use selective cleaning, paint, landscape care, and small updates.

- Deep cleaning
- Paint where it helps
- Landscape tidy-up

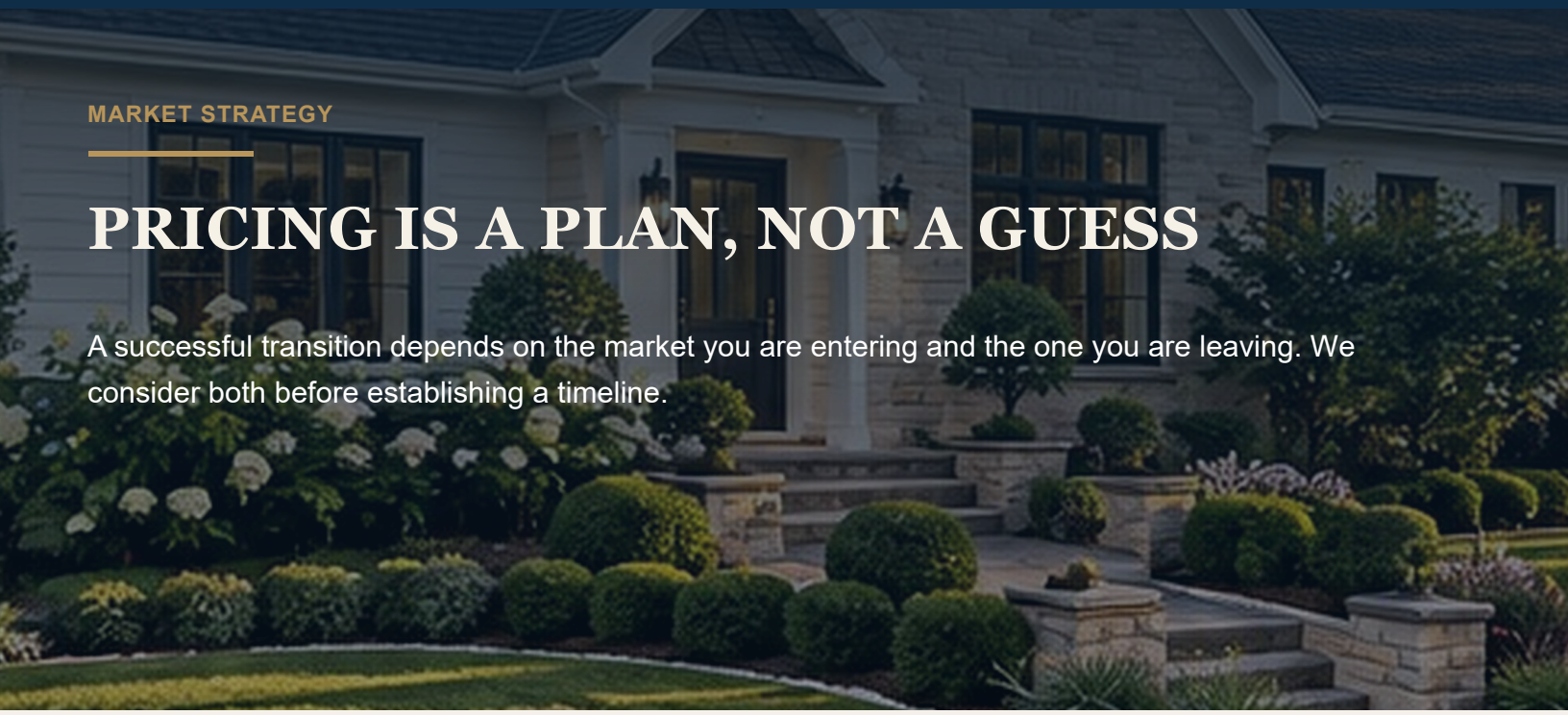
04 PRESENT

Coordinate professional photography and accurate property details.

- Professional photography
- Accurate property details
- A showing-ready routine

Spend where it helps buyers understand the home, not where it only changes your taste.

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MARKET STRATEGY

PRICING IS A PLAN, NOT A GUESS

A successful transition depends on the market you are entering and the one you are leaving. We consider both before establishing a timeline.

MARKET POSITION

Review relevant closed sales, active competition, location, condition, and buyers' current alternatives.

- Closed sales nearby
- Active competing homes
- Location and condition
- Buyers' current alternatives

THE FIRST IMPRESSION

Plan pricing, photography, listing information, and outreach together.

- Pricing, photos, and listing details aligned
- Outreach timed to the launch
- Early attention matters, but results cannot be guaranteed

NET PROCEEDS AND YOUR NEXT MOVE

A thoughtful pricing strategy considers:

- Estimated net proceeds
- Carrying costs while listed
- Likely buyer behavior
- What must happen in your own move

TWO MARKETS, ONE PLAN

You may be selling in one market and buying in another.

- Compare the market you are leaving
- Compare the market you are entering
- Set the timeline once both are clear

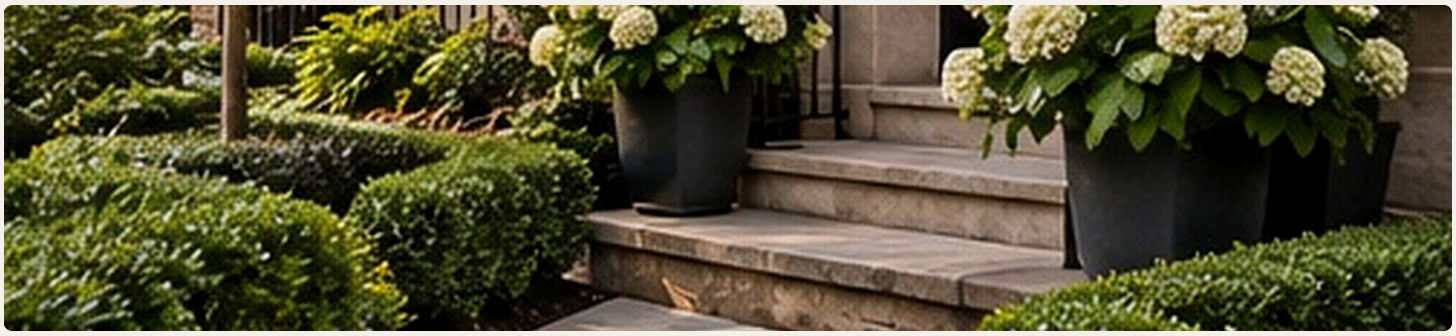
"A good price is part of a plan for both sides of your move."

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COORDINATE THE TRANSITION

SELL FIRST, BUY FIRST, OR PLAN BOTH?

There is no universal sequence. Your finances, the housing inventory, your preferred move date, and your tolerance for uncertainty shape the plan.



SELL FIRST

Greater certainty about proceeds, but may require interim housing or flexible possession.

- You know your number before you buy
- Plan for a temporary stay if needed

BUY FIRST

Secure the next home before moving; evaluate financing, carrying costs, and contingencies.

- Review financing options early
- Estimate carrying costs of two homes

COORDINATED CLOSINGS

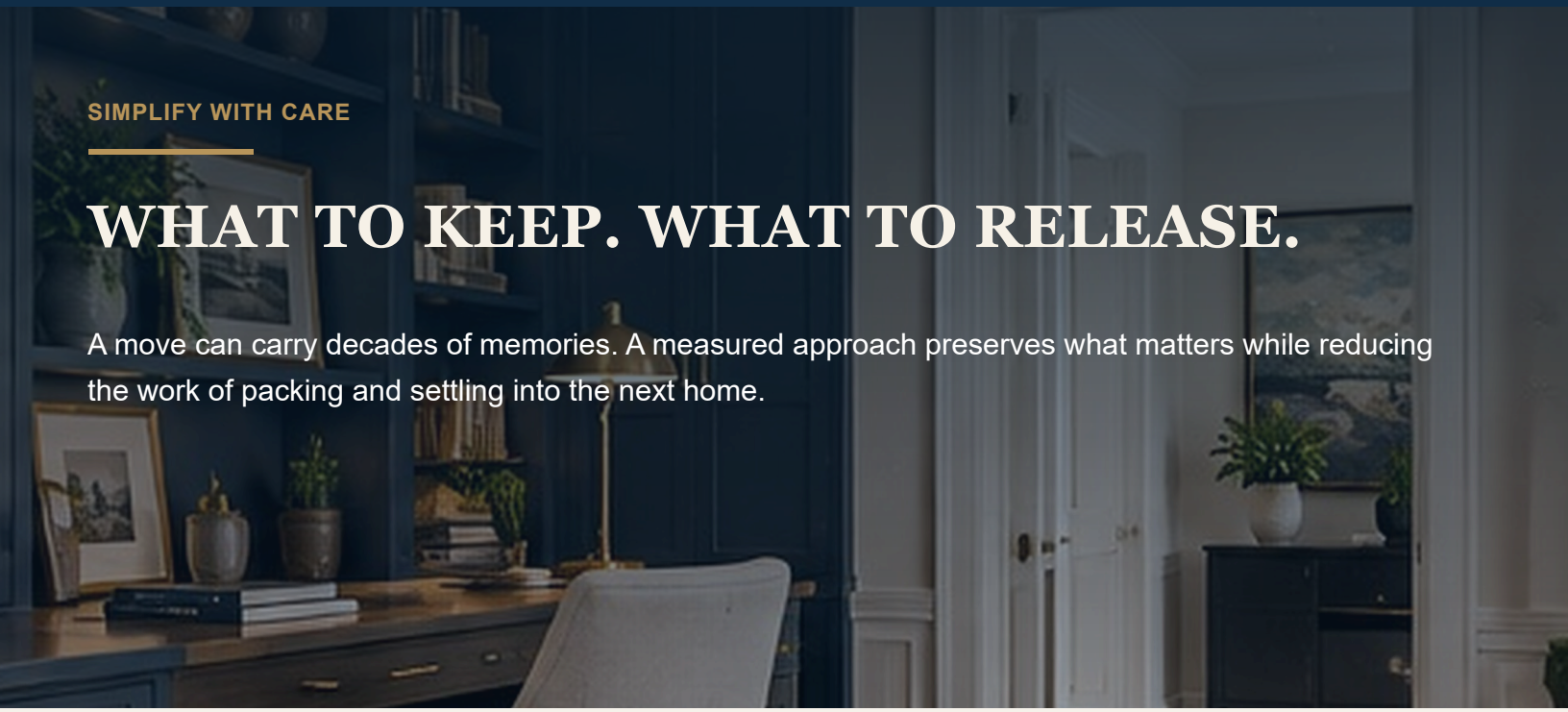
Plan transaction timing carefully, allowing for inspections, financing, and unavoidable changes.

- Coordinate possession dates
- Build in time for the unexpected

QUESTIONS TO ANSWER FIRST

- Can I carry two homes for a short time?
- Do I need sale proceeds to buy?
- How flexible is my move date?
- Where would I live if dates do not line up?

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SIMPLIFY WITH CARE

WHAT TO KEEP. WHAT TO RELEASE.

A move can carry decades of memories. A measured approach preserves what matters while reducing the work of packing and settling into the next home.

START WITH THE FLOOR PLAN

Measure the pieces you love, photograph important collections, and choose furnishings that fit the new space.

- Measure rooms and key furniture
- Photograph important collections
- Plan storage in the new home

CREATE CLEAR CATEGORIES

Keep, gift, donate, sell, and review later.

- Keep
- Gift
- Donate or sell
- Review later

GIVE IT TIME

Sentimental decisions are hard under pressure.

- Start early
- Work one room at a time
- Leave the most personal items for last

BRING IN YOUR ADVISERS

For estate, tax, trust, or financial implications, include them in the planning conversation.

- Your attorney
- Your tax adviser
- Your financial professional

"Keep what you love. Release the rest with care."

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MOVE WITH A PLAN

A PRACTICAL MOVING TIMELINE

A calm transition depends on knowing what happens next and who is responsible for each step.



01 BEFORE YOU LIST

Discuss goals, compare housing choices, review finances, and complete agreed preparation.

- Define success for your move
- Review costs of both homes
- Complete agreed preparation

02 WHILE ON THE MARKET

Keep the home show-ready, review activity, and refine your moving and housing logistics.

- Review buyer feedback
- Keep the home show-ready
- Refine your housing plan

03 UNDER CONTRACT

Coordinate inspection responses, documents, movers, utilities, insurance, and settlement details.

- Inspection responses and documents
- Movers and utilities
- Insurance and settlement details

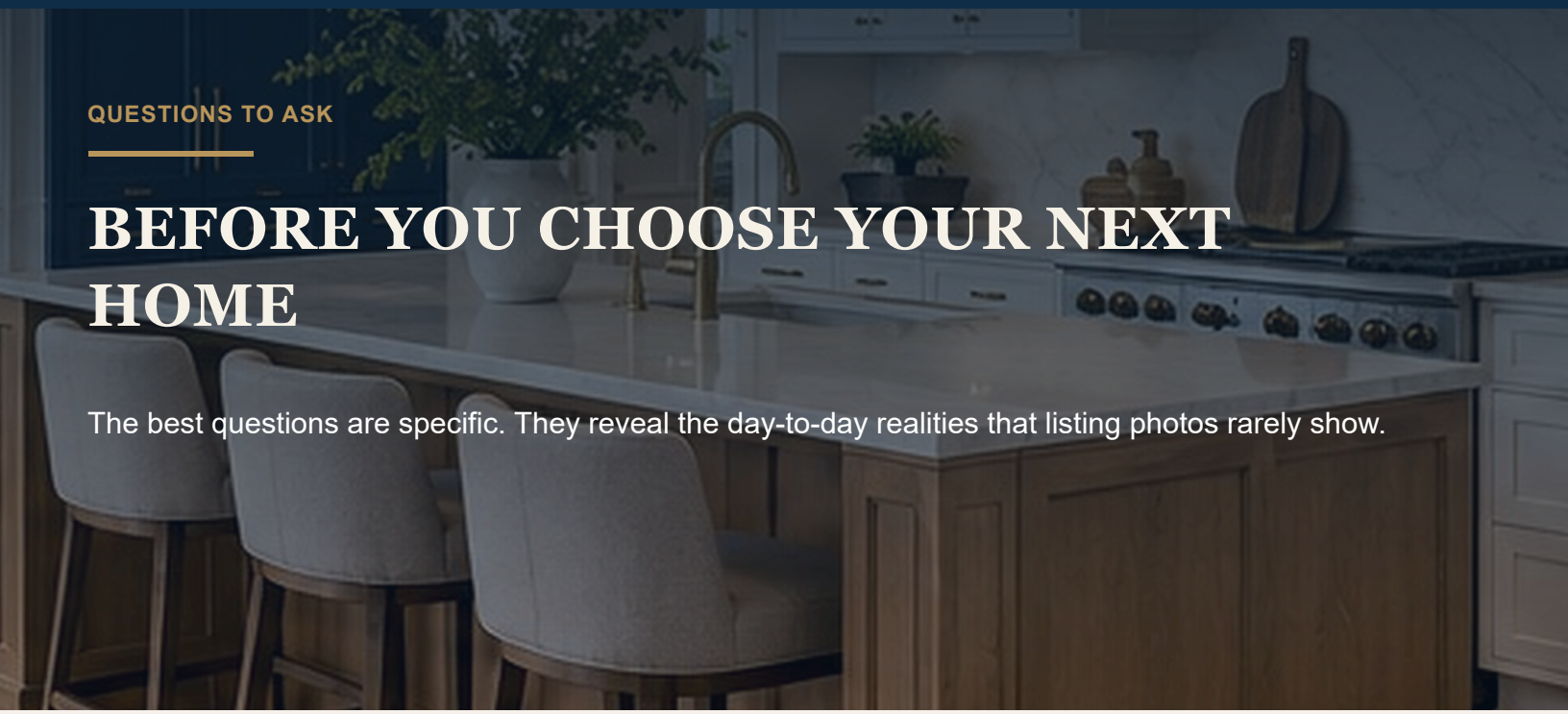
04 AFTER THE MOVE

Confirm address changes, warranties, service records, keys, and important home information.

- Address changes
- Warranties and service records
- Keys and important home information

Know what happens next, and who is responsible for it.

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QUESTIONS TO ASK

BEFORE YOU CHOOSE YOUR NEXT HOME

The best questions are specific. They reveal the day-to-day realities that listing photos rarely show.

PROPERTY AND CONDITION

- Which systems are aging?
- What has been replaced or updated?
- What maintenance is expected?
- Are repair records available?
- How accessible is the layout today and later?

ASSOCIATION AND COMMUNITY

- What do fees cover?
- How healthy are reserves?
- Are major projects planned?
- What are the policies on pets, parking, rentals, and alterations?

COSTS AND CHANGE

- What could taxes and insurance look like?
- What are the closing costs?
- Are there transfer or capital-contribution fees?
- How would the home work if your needs change?

BRING YOUR LIST

Bring your questions to our first conversation, and we will work through them together.

- Write questions as you tour
- Compare answers with the documents
- Review everything together

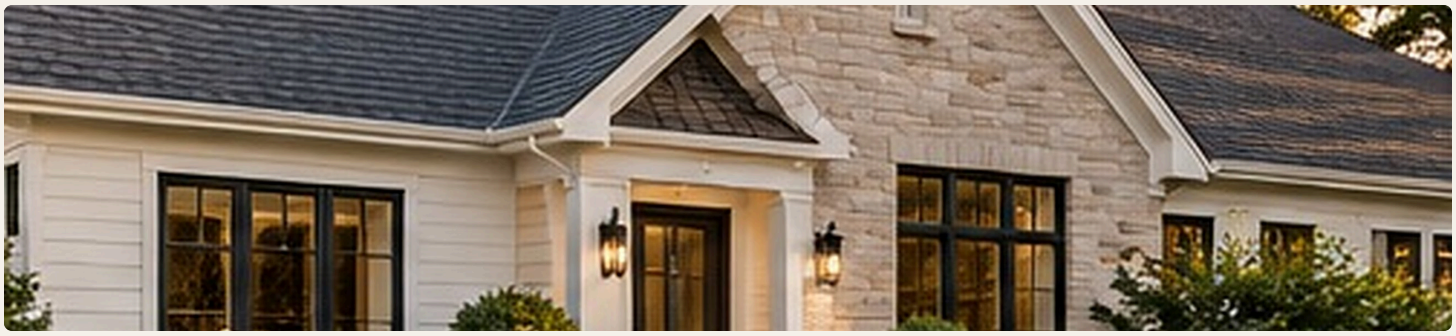
"The right questions make the right home clear."

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THE BUILDER'S EYE STRATEGY

CLARITY BEFORE COMMITMENT

My role is to connect the real estate decisions, construction considerations, market conditions, and the lifestyle you want next.



01 DISCOVER

Understand your goals, timeline, concerns, and definition of a successful move.

02 EVALUATE

Review home condition, current market data, ownership costs, and housing options.

03 STRATEGIZE

Create a practical selling, buying, preparation, and transition plan.

04 PREPARE

Get the home launch-ready and your next move financially and logistically ready. Sellers: see the Builder's Eye Standard, page 8.

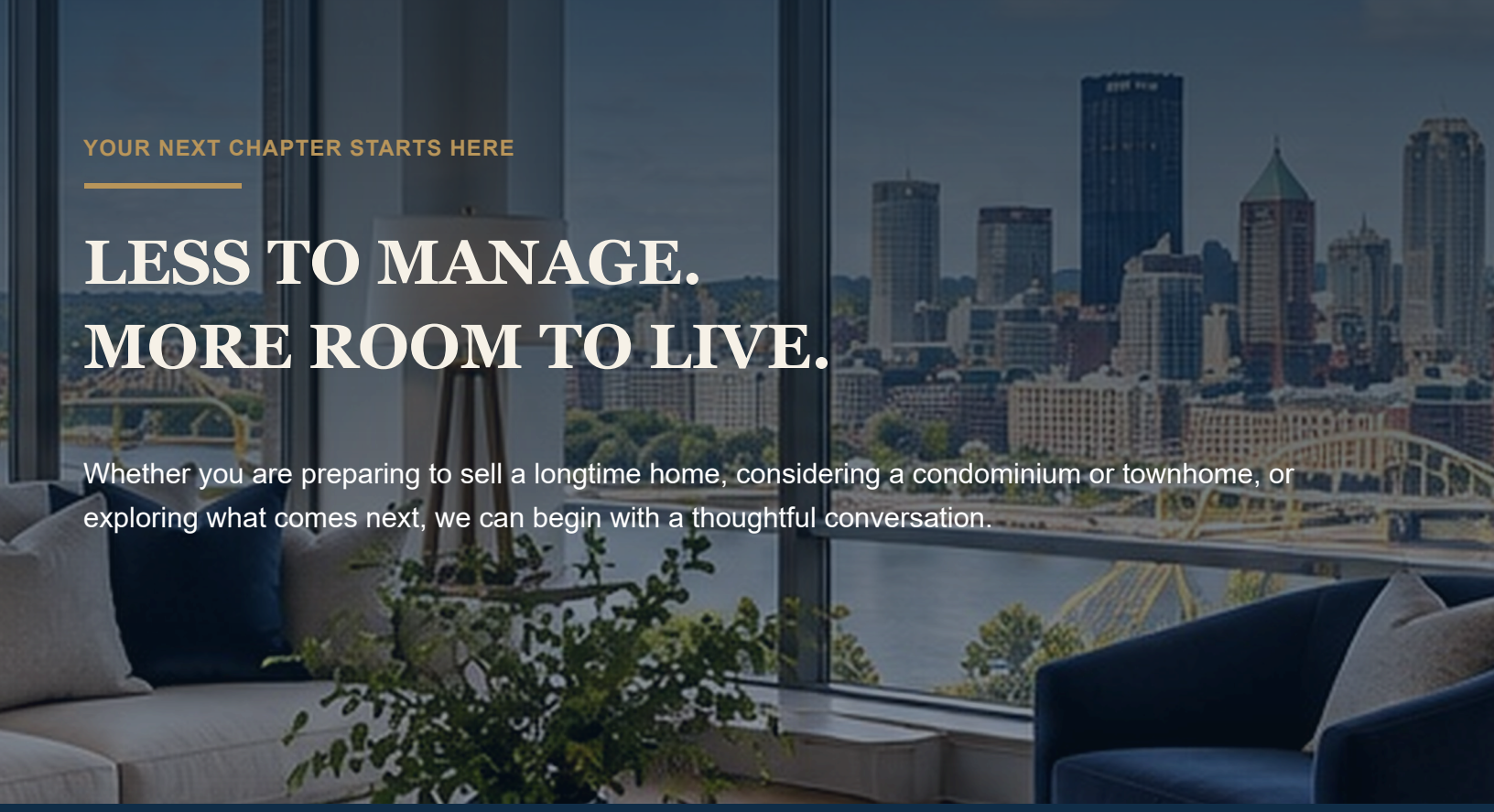
05 EXECUTE

Coordinate marketing, showings, offers, due diligence, and settlement.

06 CLOSE & CONTINUE

Navigate settlement while remaining a resource long after closing.

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YOUR NEXT CHAPTER STARTS HERE

LESS TO MANAGE. MORE ROOM TO LIVE.

Whether you are preparing to sell a longtime home, considering a condominium or townhome, or exploring what comes next, we can begin with a thoughtful conversation.

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