



Wendy Bell & Nancy Dellin

REALTOR®/Broker REALTOR®

www.WestOttawaProperties.com

Selling Real Estate Since 1987

— WEST OTTAWA PROPERTIES TEAM

Downsizing, without losing what matters.

Eight real challenges every downsizing family faces — and exactly how we help you through each one.

Downsizing is rarely just a real estate transaction. It's a life transition — one that touches memories, family dynamics, finances, and the simple question of what comes next. **After 37+ years in Ottawa real estate**, we've walked alongside hundreds of families through this exact process. This guide lays out what we hear about most often, and how our team supports you through it.

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Letting go of memories

02

A lifetime to sort

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01

“This house holds 30 years of memories.”

The emotional weight of leaving a family home is often the biggest hurdle — bigger than any paperwork or logistics.

HOW WE HELP

- We move at your pace, never rushing a decision that deserves time.
- We help you think through what to preserve — photos, keepsakes, stories — versus what to release.
- We treat every conversation with the patience and discretion this transition deserves.

02

Where do I even start?

Decades of possessions can make the whole project feel too big to begin.

HOW WE HELP

- We provide a simple, room-by-room decluttering checklist to break the project into manageable steps.
- We connect you with trusted professional organizers, estate-sale specialists, and donation services.
- We help prioritize what needs attention first based on your timeline.

03

Sell first, or buy first?

Coordinating the sale of one home with the purchase of the next — without a stressful gap or overlap — is one of the trickiest parts of downsizing.

HOW WE HELP

- We build a timeline that lines up your closing dates as closely as possible.
 - We explain your options, including bridge financing and flexible closing terms.
 - We negotiate on your behalf so you're never rushed into a gap in housing.
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04

Finding the right next home

Condo, bungalow, retirement community, or a smaller house in a new neighbourhood — the options can be overwhelming, especially when comparing communities across the city.

HOW WE HELP

- We know the West Ottawa market — Barrhaven, Nepean, Stittsville, Kanata, Richmond, and Carp — inside and out.
- We help match lifestyle needs (accessibility, maintenance, amenities, community) to the right type of home.
- We share our own first-hand research on local retirement communities to help you compare real options.

05

Getting the whole family on the same page

Adult children and other family members often want to help — but more voices can mean more disagreement about what to do and when.

HOW WE HELP

- We act as a neutral, experienced voice in family conversations.
 - We provide clear, unbiased information everyone can work from.
 - We're happy to meet with family members together so everyone hears the same plan at the same time.
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06

Knowing what the home is really worth

Pricing a long-time family home accurately — not too high, not too low — takes real local market knowledge.

HOW WE HELP

- We provide an honest, data-backed valuation, not a guess designed to win a listing.
- We draw on decades of Ottawa market experience to price for a confident, timely sale.
- We explain our reasoning clearly so you understand the number, not just the number itself.

07

The physical work of packing and moving

Sorting, packing, and physically moving a household is demanding at any age — and more so during an already emotional time.

HOW WE HELP

- We connect you with a trusted network of movers, packers, cleaners, and junk-removal services.
 - We help schedule the move around your closing dates so nothing is left to chance.
 - We stay reachable throughout — we answer our own phone.
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08

Understanding the financial picture

Net proceeds, moving costs, and how the numbers fit into retirement planning can feel unclear until it's too late to adjust.

HOW WE HELP

- We provide a clear estimate of net proceeds well before you list.
- We coordinate with your financial advisor or accountant when helpful.
- We make sure there are no financial surprises at closing.

Why families trust us with this transition

37+

Years of Ottawa real estate experience, including 23 years as a Broker of Record.

1:1

Personal involvement from first conversation to final closing — we answer our own phone.

6

West Ottawa communities we know first-hand: Barrhaven, Nepean, Stittsville, Kanata, Richmond & Carp.

Let's talk about your next step.

A no-obligation conversation is always the first step. We're happy to answer questions before you've decided on anything.

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