



GABRIELA JONAS

Prepare what comes next

A practical guide for thinking about your home, your options and the next step.

For Saint-Constant homeowners

WHAT'S INSIDE

- 1 This guide is for you if...
- 2 Three possible paths
- 3 A seven-step plan
- 4 Before investing in the home
- 5 Six useful questions
- 6 How to reach me

Free · Confidential · No obligation

Gabriela Jonas

REAL ESTATE BROKER

Royal LePage Expert, real estate agency

CALL OR TEXT

514 266-0419



STARTING GENTLY

You don't need to be ready to sell.

A home lived in for a long time holds far more than furniture. It holds routines, memories, effort and a large part of your story. Preparing for what comes next doesn't mean leaving. It means understanding your options before a decision becomes urgent.

This guide may help if...

- ✓ you still love your home, but it takes more energy than before;
- ✓ you wonder what it's worth, without wanting to list it;
- ✓ you want to organize your documents and belongings gradually;
- ✓ you'd like your family to understand your preferences;
- ✓ you'd rather have a plan before you absolutely need one.

What this guide is not

- ✓ It is not a certified appraisal, nor legal or tax advice.
- ✓ It is not an invitation to sell this year, nor any kind of commitment.
- ✓ It is not a form: you can read all of it without leaving your contact details.

You can take one small step today and leave the rest for later.



YOUR OPTIONS

Three possible paths

The right decision isn't the same for everyone. An honest comparison means judging all three options against the same criteria — not price alone.

01

Stay

Adapt a few rooms, reduce upkeep and make the home simpler or safer.

02

Prepare

Learn the value, organize documents and sort gradually, without setting a date.

03

Move

Compare your next home and build a financial plan before selling.

Compare the options using the same criteria

- Everyday comfort
- Upkeep and accessibility
- Freedom and peace of mind
- Real monthly cost
- Closeness to family and services
- What you leave to your family

Write the three options on one sheet and score each from 1 to 5 on every criterion.

The answer often appears on its own.

The most common mistake

Choosing on sale price alone. A home that sells well but leaves you in a place that doesn't suit you is not a good decision. Where you land matters as much as the amount.



THE PLAN

A seven-step plan

The order protects your time, your energy and your power to decide.

- 01 Clarify what you want to protect**
Your independence, your neighbourhood, your routines, your budget and the belongings that truly matter.
- 02 Take an honest inventory of the home**
Note repairs, upkeep, accessibility and the spaces that are barely used any more.
- 03 Learn a realistic value range**
A confidential opinion lets you think with real numbers, with no commitment to sell.
- 04 Picture the destination before the sale**
Compare apartments, condos, residences and other possibilities before setting a date.

You don't have to follow the order

If a step feels heavy today, skip it. The seven steps also work on their own. The one I'd suggest not skipping is the third: knowing a value range often changes the whole picture.



THE PLAN

Continue at your own pace

05 Sort gently, by category
Start with papers and easy items. Save the memories for later.

06 Choose the right level of preparation
Some improvements help; others are never recovered. Get advice before renovating.

07 Decide when the plan works for you
The right date is when the next home, the budget and the support you need are clear enough.

None of these steps requires putting your home on the market. They exist to give you the choice, whenever you want it.

Three easy things to do this week

1. Put the tax bill and certificate of location together in one folder.
2. Walk through the house and note three things that take too much upkeep.
3. Mention it to someone you trust — without deciding anything.



AVOIDING WASTED SPENDING

Before investing in the home



Don't renovate for a sale before you know what buyers actually value.

Targeted paint, good organization and a few repairs can return more than an expensive renovation. A planning visit, before you spend, can save you thousands of dollars.

Useful documents to gather

☐ Municipal tax bill

☐ Major renovation invoices

☐ Warranties and manuals

☐ Certificate of location

☐ Approximate mortgage balance

☐ List of known work needed

One practical tip

Gather these documents in a single folder, even if you never sell. The day you or your family need them, everything will be in one place.

Three costs rarely recovered at sale

1. A high-end kitchen or bathroom renovation done right before selling.
2. Expensive landscaping or a pool installed to "help the sale".
3. Highly personalized finishes that appeal to very few buyers.



TO THINK ABOUT

Six useful questions

You don't need to answer them today. Use them to start a reflection or a family conversation. The lines are there if you'd like to write.

1 What do I still love most about this home?

2 What now takes too much effort, time or money?

3 Where would I like to live if I chose something simpler?

4 Which belongings and memories absolutely need to come with me?

5 What financial information am I missing to compare my options?

6 Whom would I like to consult before deciding?



A first conversation can stay exploratory.

I can help you compare three scenarios: staying with a few adaptations, preparing for a later sale, or planning a move now. You keep control of the pace and the decision.

- ✓ Confidential value opinion
- ✓ Preparation priorities
- ✓ Realistic timeline
- ✓ No-obligation conversation



Gabriela Jonas

REAL ESTATE BROKER

Royal LePage Expert, real estate agency

514 266-0419

gabriela.jonas@royallepage.ca

PHONE

514 266-0419

Call — I answer personally

TEXT

MAISON

Text this word to 514 266-0419

ONLINE

gabrielajonas.com/preparer

Full guide and form

This guide is for general information only and does not replace legal, tax, financial or notarial advice tailored to your situation. Value ranges are opinions, not certified appraisals. Reading this guide or having a first conversation creates no obligation to sell, to sign, or to retain my services.



EXPERT

Agence immobilière
Franchise indépendante et autonome

Gabriela Jonas, real estate broker · 514 266-0419 · gabriela.jonas@royallepage.ca