



# It's a simple step-by-step process:

- 1** Meet with your key client manager to assess your current situation and objectives.
- 2** We appraise your family home to give you a realistic idea of its market value.
- 3** We work with you to determine the type of property that would best suit your downsizing way of life and provide a range of properties that meet your criteria and budget.
- 4** Our sales team can list your family home with your future purchase conditions in mind, providing you with an estimate of the tax-free funds you will have available to invest.
- 5** We can introduce you to Astute — a reputable local financial planning service — allowing you to maximise your new nest egg.



## Buyer case study

In their early 60s, Ron and Margot purchased their “transition to retirement” property for \$507,525. Seven years later, their property value had increased significantly.

They sold it for \$920,000 and made the lifestyle choice to downsize to a 2 Bedroom apartment, purchased for \$650,000.

Ron and Margot invested the difference of around \$250,000 (after buy and sell costs), and now plan their annual overseas holidays with complete financial freedom.

Ron and Margot love their new low maintenance home and have the peace of mind knowing the building's onsite property manager will keep an eye on things during their travels.



**Contact us today.**  
[www.positionproperty.com.au](http://www.positionproperty.com.au)

