



THE NEXT CHAPTER HOME GUIDE

A supportive guide for longtime homeowners ready to simplify and plan what comes next.

Welcome to The Next Chapter Home Guide

You've spent years creating a home filled with memories, comfort, and meaning. I've helped hundreds of longtime homeowners make this move, and every one began with the same quiet question: Is it time?



This guide is for longtime homeowners who want clarity not pressure.

You'll find simple steps, supportive guidance, and my Next Chapter Blueprint™, a 5-phase framework designed to help you move with clarity and confidence.

My hope is that this guide brings you clarity, calm, and confidence.

The Inner Journey™

The quiet work before the journey begins.

Every move has two journeys.

The practical one includes pricing, preparation, and moving day.

The emotional one often begins much earlier.

Some decisions need privacy before they need professionals.

1. Quiet Consideration

You begin wondering if it may be time.

2. Emotionally Full

The home feels heavier than it once did.

3. Feeling Heard

You talk with someone who truly understands.

4. Calm Clarity

Your next chapter begins to take shape.

5. Supported Planning

The path forward starts feeling manageable.

6. Quiet Yes

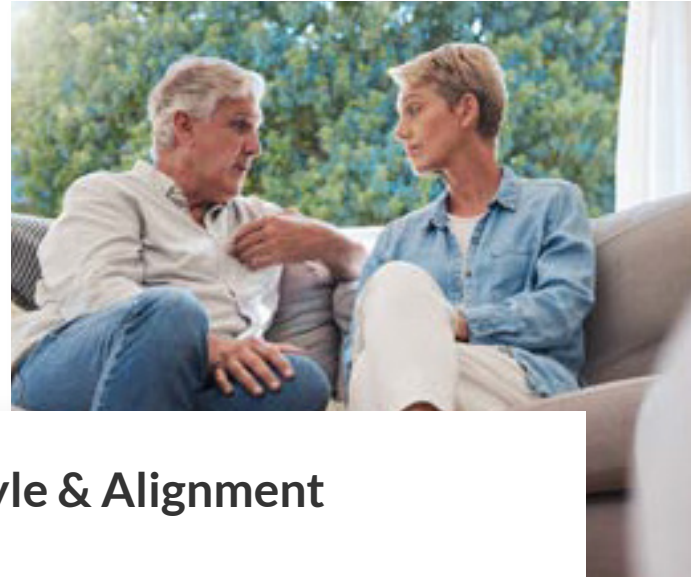
The decision feels calm, clear, and right.



The Next Chapter Self-Assessment

A simple, supportive way to understand whether your home still supports the life you want now.

Before planning your next move, it helps to pause and reflect. If several of these resonate, you may already be preparing for your next chapter.



Space & Daily Living

You use only part of your home day-to-day.

Stairs feel less convenient.

Some rooms feel more like storage than living.

Lifestyle & Alignment

You want more time for travel, hobbies, or family.

You're craving simplicity and a lighter way of living.

Your current home no longer reflects who you are today.

Maintenance & Energy

Home upkeep feels draining.

Yardwork and repairs feel like work.

Weekends feel more like chores.

Financial & Emotional Readiness

You're curious what your equity could unlock for your next season.

You're thinking ahead about ease and comfort.

You've wondered what it might feel like to live with less to manage.

You're not alone. You're in exactly the right place to start.

Who This Guide Is For

Every downsizer's journey is unique. You may recognize yourself in one, or a combination, of these three paths.

These simple profiles help you recognize where you might be in your own transition.

There's no right or wrong path. Just your story, your season, and the support that fits you best.



The Memory Keeper

You've built decades of life in your home, and the memories matter deeply. But the maintenance feels heavier now, and you're beginning to crave simplicity and closeness to family.

The Lifestyle Seeker

Active, social, and ready for a home that matches how you live today. You want low-maintenance living, modern comfort, and easy access to trails, lake days, and community.

The Simplicity Seeker

Practical and ready to simplify. You want less to manage, more freedom, and a home that supports a lighter, calmer way of living with clarity around timing, equity, and what comes next.

The Next Chapter Blueprint™

A simple 5 phase framework to help you move into your next chapter with clarity and confidence.

1. Clarity

Understanding your goals, timing, and what you want next.

2. Preparation

Lightening and organizing your home in manageable steps.

3. Market Positioning

Presenting your home thoughtfully to the right buyers.

4. Transition Planning

Exploring communities that fit your next season of life.

5. Move & Settle

A coordinated transition into your next chapter home.



Clarity

Before anything else, the first step is understanding what you want your next chapter to look and feel like.

This means thinking about:

- what matters most now
- what feels overwhelming or too much to manage
- what kind of home would support your life next.

When you get clear on what is most important, every step that follows becomes easier.

Clarity helps you feel calm, organized, and ready for the decisions ahead.

Preparation

Preparing your home does not mean taking on big projects or major renovations.

Instead, we focus on simple changes that make a big difference:

- pre-packing and clearing out extra items
- refreshing areas that feel dated
- letting in more natural light
- removing small distractions so your home feels open and welcoming



Small changes can create a calmer, brighter, more welcoming home.

Market Positioning

The right buyers. The right strategy.

Most of the work happens before your home hits the market.

Presentation.

Buyers decide quickly. We prepare your home with thoughtful staging guidance and professional photography so it stands out from day one.

Pricing.

Pricing is strategy, not guesswork. We position your home to attract the right buyers and maximize its value.

The first week.

Your first week matters most. We create early momentum with strategic marketing, open houses, broker outreach, and direct buyer exposure.

Offers.

The best offer isn't always the highest. Together we'll evaluate price, terms, timing, and certainty to choose the right path forward.

You don't have to navigate this alone. That's what I'm here for.

Transition Planning

Selling is only half of the move. The other half is finding the right place to land.

Transition Planning is the work of exploring your options, with no pressure to decide.

This might look like:

- Single-story homes in Serrano, Heritage, Four Seasons or Regency
- Walkable streets in Town Center or Folsom for a more urban pace
- 55+ communities or low-maintenance neighborhoods
- Destinations farther away: the coast, the foothills, near family or even another state.

Wherever you land,
I either walk this part with you, or connect you with a trusted agent in that market.

So every step feels clear and
coordinated.



Move & Settle

The final phase is the move itself, and the first weeks in your new home. A coordinated downsize takes more than a moving truck.

The CK team supports you through:

- Connecting you with trusted movers, organizers, and estate sale professionals
- Coordinating your sale and move-in so nothing overlaps
- Helping you decide what stays, what's gifted, what's donated, and what's let go
- Checking in during your first 30 days as you settle in



When your home fits your life, everything feels lighter.

What About My Property Taxes?

The question that decides whether a move pencils.

If you bought decades ago, your tax bill reflects what you paid then, not what your home is worth now. For a lot of people, that's the quiet reason they stay put.

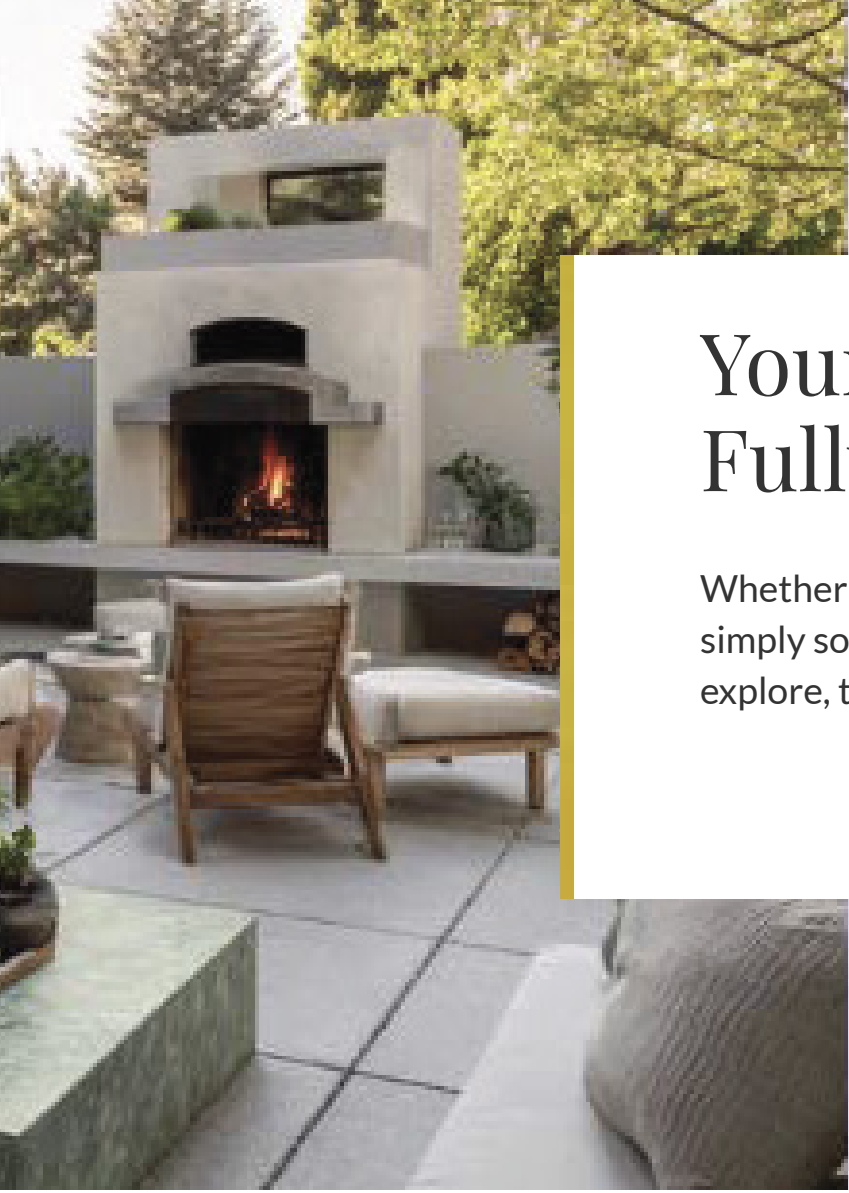
Proposition 19 may make moving more affordable.

Eligible California homeowners age 55 and older may transfer the taxable value of their primary residence to a replacement primary residence anywhere in California, up to three times.

The replacement home may be purchased or newly constructed within two years before or after the sale of the original home. If the replacement home has a higher market value, the difference in value is generally added to the transferred taxable value.

Because timing, valuation and filing requirements matter, always confirm your specific situation with your tax advisor and the county assessor where you are purchasing.

Verify with your tax advisor or the El Dorado County Assessor's office.



Your Next Chapter, Fully Supported

Whether your move is months away or simply something you're beginning to explore, this guide is your starting point.

You make the decisions.
I handle everything else.

"There's no pressure and no timeline. Just clear, calm guidance whenever you're ready for it. I'm here if you have questions or want to explore your next steps." ~Cheri



Meet Cheri

Like many of my clients, I've experienced seasons of change.

I know what it feels like when life shifts and a new chapter calls you forward.

My career began in dental hygiene, where I learned the value of trust, care, and precision. Real estate came next.

For nearly 20 years, I've helped homeowners in El Dorado Hills move into their next chapter with confidence and calm.

*One thing I've learned after helping hundreds of longtime homeowners is this: **the hardest part usually isn't selling the house. It's deciding you're ready.***

Today, I focus on longtime homeowners who are ready for a home that fits the life they're stepping into now.

Moving doesn't have to feel overwhelming. With a clear plan and a steady hand beside you, it can actually feel like relief.

That's what I bring to every client: presence, clarity, and care at every step.



Home is where your
next chapter begins.

Client Stories & Results

Real experiences. Real relationships. Real transitions, thoughtfully supported.

Rachel's story

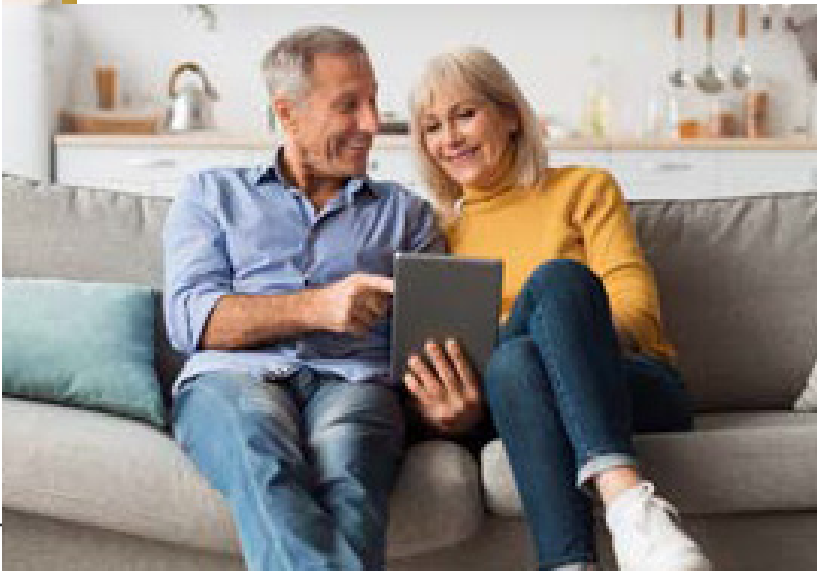
Rachel thought her home needed too much work before it could be sold.

Together, we focused on a few thoughtful updates. Nothing major. Just enough to let the home shine.

Once it hit the market, they were able to take their time finding the right place for their next chapter.

"We worked with Cheri to sell our house and purchase a new one. She is very professional and thorough in both processes. She is always available when needed and knows how to make the process go as smooth as possible. Definitely recommend Cheri and would use her again, but we don't plan on moving again anytime soon!"

— Rachel O. ★★★★★



"Our move felt overwhelming at first, but Cheri made everything feel clear and manageable. She guided us with patience and warmth, and we always felt supported."

— Jill E. ★★★★★

Not sure what your next step should be?

No pressure and no timeline. Just a simple conversation about what your options may look like.

Call or text: [\(916\) 296-4953](tel:(916)296-4953)

Prefer to begin privately?

A supportive worksheet to help you think ahead without needing to decide everything today.

[Download the Planning Checklist](#)

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