

# BUSINESS

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BRAND AVE. STUDIOS CONTENT

## Take the fear out of downsizing to prioritize living the life of your dreams

Sponsored content by Mary McHugh, Brand Ave. Studios contributing writer



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The Suval's kitchen at their home in downtown Fredericksburg prior to moving to Jubilation

What to do with all the stuff?

Downsizing from a large home filled with furniture and family treasures can become an exercise in futility without the right support.

"That's the first question that pops into anyone's mind when it's time to downsize," said Anne Overington, a licensed Realtor for more than 20 years. "If you've lived in the same home for decades, it's probably filled with not only stuff you've purchased through the years, but things you might have inherited or picked up from family members and friends."

In the case of John and Barbara Suval, it was furniture, porcelain and paintings amassed over decades of collecting items for their antiques business in New York. A third-generation antiques collector, John operated a New York City store that had been in his family since 1896. After closing that store in 1983, he and his wife traveled the country displaying and selling their collectibles at antique events. Ten years later, they purchased and moved into one of the most historic buildings in Fredericksburg, the Wellford House, which was built by a friend of first U.S. president, George Washington.

Fast forward to 2021 and the Suvals were ready to downsize once more, this time to a two-bedroom apartment at Jubilation by Silver Companies, an exquisite 55-plus residential community in downtown Fredericksburg. The 207 luxury apartments and the amenities provided to residents rival anything found in the most active vacation hot spots.



PHOTO PROVIDED BY JUBILATION BY SILVER COMPANIES

The Overington Team: Catherine, Elizabeth and Anne

Enter Anne Overington and her two daughters, Catherine and Elizabeth, aka the Overington Team. The mother-daughter real estate team helped the Suvals sell their home so they could move into Jubilation.

"I was really gobsmacked when I saw their glorious Wellford home," Overington said. "It was absolutely stunning and needed little work in terms of renovation and staging."

Under the direction of the Suvals, Overington's team of contractors, stagers, estate sale experts and movers winnowed down the home's antiques to key pieces the couple either really needed or wanted to live with, like their breakfront filled with rare Chinese porcelain. Other treasured items were given to their three children or sold during a three-day on-site estate sale and through several auction houses. Remaining items found their way to area nonprofits in need of gently used items.

"It's overwhelming when you begin, quite honestly," Barbara said. "Even though it wasn't our first time to downsize our home, it's still mentally and physically exhausting. But Anne was a great hand holder and kept things moving along so efficiently and effortlessly that it kept both John and I sane throughout the process."

"People always tell me, 'Oh, you don't understand how difficult this process is,'" Overington said. "But I tell them that I went through this process with both my parents and my mother-in-law as they sold their own homes and made the move to senior apartments. That history, and my own downsizing, has helped me empathize with our clients."

Her job, as she sees it, is to help homeowners imagine where things can fit within the new dimensions and safely remove those things that won't. That large armoire may not fit in a window-filled great room anymore but might look wonderful in a side hallway.

Overington said people have strong ties to their belongings and she and her team try to find a way to honor that.

"You can't possibly move everything, but you do find creative ways to keep a memory alive," she said.



PHOTO PROVIDED BY JUBILATION BY SILVER COMPANIES

The Suvals enjoying a cruise ship poolside party at Jubilation

"And maybe that includes something as simple as keeping a photo album of that particular item."

Overington was also quick to emphasize that there is no right or wrong time to sell a house today.

According to her, just one week this spring there were 37 homes in active adult communities coming soon or were for sale in the greater Fredericksburg area. An additional 36 were under contract.

"By offering our clients such detailed wraparound services, their worries disappear very quickly," she said. "If you've recently lost a spouse or the kids have moved and you're sitting there wondering how on earth will I get this piece of furniture from here to there and out the door? Our team is there to minimize those worries."

Overington said for seniors moving from outside the area, moving to Jubilation is an ideal situation because it allows them to rent for a year and get their bearings.

"There's such a built-in sense of community there among members," she said. "For renters, it's an opportunity to meet new friends and participate in all the available activities and amenities. Their location is so perfect. You're close to downtown, shopping, the hospital, entertainment. For people who want to travel, it's great because you lock your front door and leave. You don't have to worry about collecting the mail or leaving lights on. Everything is done for you there. What could be better than that?"

Is it time to sell your home, downsize and live like you're on vacation? Jubilation by Silver Companies is the epitome of senior independent living, offering active adult luxury living for people "55 or better." It's akin to living your dream vacation every day.

The community welcomes every member to enjoy its entertainment lounges, luxurious coffee bars, a cybercafe, grilling stations, indoor and outdoor swimming pool and outdoor fire pits. Plus, Jubilation's on-site entertainment director curates events to build community and allow members to fully embrace the sought-after club lifestyle. From yoga and spinning to champagne brunches and cocktail hours, Jubilation offers a dynamic and active lifestyle in a resort-style setting for an unparalleled living experience.

To schedule a visit and/or tour, meet members, and enjoy lunch at Jubilation, please visit [jubilation.com](http://jubilation.com) or call 540.835.5697.



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Home of the Suvals prior to moving to Jubilation