

## ***Need to Sell a Long-Held Family Home?***

A realtor specializing in housing issues for seniors has the experience and good judgment to help with the financial and emotional challenges of their senior clients.

A realtor will create a personalized approach to marketing and selling your property, but they also will help you to explore your housing options to make certain that your next home best serves your current and future needs.



*A realtor has the experience and good judgment to help with the financial and emotional challenges of selling your home.*

## **Realtors Specializing in *Housing Issues for Seniors***



Member of **The National Care Planning Council**  
[www.longtermcarelink.net](http://www.longtermcarelink.net)

## Evaluating Your Present Situation?

Often the spacious family home becomes too burdensome for the senior who wants to age in place. When determining your next step, various questions need to be asked and answered. Questions about financial obligations, ideal housing options, and anticipating future needs.

## How Will a Realtor Help?

There's almost always an emotional element associated with selling a long-time home. Real estate agents that specialize in senior needs can ease the transition first by talking about your reasons for selling and then exploring all the options—either modifying and staying in your current home or finding a different property—to be sure you find the very best housing solution.



A Realtor will consult with you to review your current housing situation and outline the topics to weigh as you consider your next move.

## Selling Your Property

A realtor will provide help in the following ways to sell your home:

- Honest assessment of your property
- Make suggestions for improving its buyer appeal
- Provide insight on existing market conditions
- Determine how your property stacks up against the competition
- Develop a pricing and marketing strategy



A realtor will help you determine the best pricing and marketing strategy to sell your property quickly and for the highest price possible.

## Buying a New Home

Buying a residence as a senior citizen can be both exciting and overwhelming. Excitement from the anticipation of a new beginning in a fresh environment. Overwhelming because there are so many things to consider when relocating.

Things like:

- senior housing options
- financial resources
- emotional hurdles

If you need to find a new home locally or need help to find a property in a new city or near children a realtor can help.



A real estate agent that specializes in senior needs has the resources and knowledge to simplify the transition and eliminate the anxiety of relocating.