

Embracing Change



A Housing Guide for Seniors
Navigating the Real Estate Market



Jeremy Schafer

Realtor® | SRES
Nebraska Realty

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A Guide for Seniors Navigating the Real Estate Market

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Is it time to sell?

Leaving behind the family home is a decision filled with deep emotions and meaningful reflections for many seniors. It holds precious memories of your parents raising their children, a sense of safety and security, and the repository of the oldest and dearest moments. It's where they created a haven of safety and security and made their dearest memories. For them, the family home symbolizes the pinnacle of their lives, where lifelong friendships are formed and strong community ties are established. Regardless of circumstances, there may come a time when both parents and adult children want to sell the family home and embark on a new chapter.

“...leaving behind the family home is a decision filled with deep emotions and meaningful reflections.”

My mission as a Realtor is to equip you and your family with the knowledge you need so you can navigate this significant transition successfully.

What you need to know

BEFORE YOU START THE PROCESS

Are all relevant family members fully informed about the impending sale and the reasons behind it?

Adult children may have deep emotional attachments to the home, and some family members may struggle with bidding farewell to the cherished property. Engaging in a conversation within the family can help prevent misunderstandings and potential delays in the selling process. If downsizing is a significant part of the move, it may also be the best time to address matters related to property and possessions.

Have you taken into account the tax implications of the sale?

Selling a home can result in significant tax obligations, especially if the proceeds are not reinvested in another property. It is advisable to seek guidance from a tax specialist or professional financial advisor before listing your home. They can provide valuable insights into how the sale will impact your financial situation. If you don't have an advisor, your SRES® can offer a list of referrals for you to consider.

Will an adult child be representing a parent in the sale?

If an aging parent is experiencing illness or incapacity, it may be necessary for another family member to have the legal authority to make decisions regarding the home on their behalf. In such situations, it is crucial to establish a durable power of attorney document before the incapacity occurs. This legal document appoints an agent who will represent the senior in real estate matters.

Has a designated family member been selected as the point of contact for communicating with professionals while assisting a parent in the sales process?

If family members are helping a parent with the sales process, it is advisable to designate one member as the primary contact for communication with the SRES® and other professionals involved. Having a single point of contact helps to avoid confusion and delays that may arise from multiple contacts.

THE UNIQUE CHALLENGES OF **Senior Real Estate**

While many homeowners are familiar with the ins and outs of buying and selling properties, selling a senior's home presents a distinct set of challenges. The decision-making process tends to be more complex, involving different considerations, various options, and often, the involvement of multiple individuals. Although seniors typically initiate the decision to sell, it's common for adult children to provide support in navigating these questions:

- 1** Is moving the best course of action, and if so, where should they move? Have they thoroughly explored alternative options?
- 2** Are close family members supportive of the decision to sell?
- 3** How can they effectively downsize a lifetime's possessions and family heirlooms?
- 4** What are the tax implications associated with the sale?
- 5** How might the sale impact future income?

FACTORS THAT CAN MAKE LIVING INDEPENDENTLY QUITE CHALLENGING FOR SENIORS:



Managing finances



Considering the health-related circumstances



Keeping up with home maintenance



Seeking proximity to adult children or caregivers



Adapting to major life events



Getting support services that may not be available at home

What is an SRES?

An SRES® (Seniors Real Estate Specialist®) is a specially trained REALTOR® who possesses unique qualifications to assist seniors with their housing sales and purchases.

The prestigious SRES® designation is exclusively awarded to REALTORS® who have completed additional education specifically focused on helping seniors and their families navigate real estate transactions later in life.

HOW CAN AN SRES® HELP YOU?

Regardless of age, whether in their 50s, 60s, 70s, 80s, or beyond, seniors deserve a place tailored to their specific priorities and needs. This may entail locating the ideal home near loved ones, adjusting the size of their living space, ensuring accessibility and safety, or seamlessly transitioning into senior housing. Finding the right Realtor® is as crucial as finding the perfect home for their needs.

“ ... to guide seniors and their families through the complex maze of financial, legal, and emotional matters.”



An SRES® doesn't just assist you through the process but also links you with other professionals equipped with similar expertise. Collaboratively, they tackle specific considerations, easing the transaction process and enhancing its success.

Additionally, an SRES® has a vast network of senior specialists, including estate planners, CPAs, and elder law attorneys, and have extensive knowledge of local community resources and services. Their ultimate mission is to guide seniors and their families through the complex maze of financial, legal, and emotional matters that often accompany the sale of a home.

HOW CAN AN SRES® HELP YOU?



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BUYING

You can buy with confidence when an SRES® works hard for you and gives you a distinct advantage in buying a home. They'll assess your specific requirements and leverage their connections with home inspectors, movers, attorneys, and financial experts that all have worked extensively with seniors.

SELLING

SRES® agents know you have many memories and emotions attached to your home and leaving it can be bittersweet. You can rely on an SRES® to assist with pricing considerations, staging and showing the home, and negotiating the financial demands.

ADAPTING YOUR HOME

Your SRES® can guide you in redesigning your home. You may need a Certified Aging-in-Place Specialist (CAPS) who can evaluate your residence and suggest accessibility and technology improvements all custom designed for you with direction from your SRES®. The comprehensive approach of your SRES® will result in peace of mind for you and for those who care about you.

SENIOR HOUSING & ASSISTED LIVING

Life can present obstacles to independent living. The strength of knowledge gives you the assurance that your SRES® has the experience to counsel you on the wide range of alternatives in senior living. You can rely on your SRES® to help you make informed choices that lead to a residence that provides the right care in a place that you can call home.

The Benefits

OF THE SRES PROFESSIONAL NETWORK

Selling a cherished home and transitioning to a new chapter in life involves a multitude of specialized knowledge and skills. The SRES® professional network encompasses a broad spectrum of services that are tailored to meet the unique needs of seniors.

YOUR SRES® PROFESSIONAL NETWORK PROVIDES VALUABLE ASSISTANCE IN VARIOUS ASPECTS:

Empowering seniors to stay in their home

Reverse mortgage counselors provide insights into leveraging home equity to enable seniors to remain in their cherished homes if they prefer.

Safeguarding assets before listing

Tax specialists and financial planners offer valuable advice on protecting assets and maximizing financial benefits prior to listing the property.

Enhancing the home's appeal for potential buyers

Handymen, landscapers, and clutter reduction specialists lend their expertise to prepare the home for showings, ensuring it makes a positive impression on potential buyers.

Navigating legal considerations

Experienced real estate attorneys specializing in estate planning and closing processes assist seniors in addressing important legal aspects of the sale.

Facilitating a seamless move

Downsizing experts, senior moving specialists, estate sale planners, and storage facilities work together to streamline the moving process, providing seniors with comprehensive support at every stage.

Professional Network

Within the SRES® professional network, a wide range of specialists is available to assist with different aspects of selling a senior's home and facilitating a smooth transition. These professionals offer expertise in the following areas:

PROPERTY	LEGAL & FINANCIAL	PERSONAL
Painters	Elder law attorneys (wills, trusts, estates)	Healthcare agencies
Landscapers	Money managers	Community Service contracts
Handymen	Financial planners	Hospitals and clinics
Housekeeping services	Reverse mortgage lenders	Grief counselors
Clutter reduction	Estate liquidators	Downsizing experts
Storage facilities	Tax specialists	Senior moving specialists
Interiors staging specialists	Insurance agents	Transitional services coaches

About Jeremy

I understand the significance of leaving a home that holds years of memories, and I approach each situation with the utmost respect and understanding.

With a genuine passion for working with seniors, I bring a unique blend of expertise and empathy to every interaction. I prioritize personal communication because I believe in taking the time to understand your unique circumstances and needs. By taking the time to truly listen, I can tailor my approach to provide suitable options that align with the needs of you and your family.

As a Senior Real Estate Specialist (SRES®), I'm equipped with the knowledge and skills necessary to navigate the complexities of the real estate market, especially when it comes to serving the senior community. I'm committed to providing you with the support and guidance you need to make informed decisions and achieve your real estate goals.

Whether you're considering selling your home or looking for the perfect new place to call home, I'm here to simplify the process for you and give you peace of mind.

JEREMY SCHAFER

Realtor® | SRES, Nebraska Realty



Phone: 402-416-2429

Email: jeremy@nebraskarealty.com

CLIENT TESTIMONIAL

I have gone through both the selling and buying process with Jeremy now and I wouldn't want to work with anyone else. He is extremely easy to talk to, very knowledgeable and amazing at what he does. He even has ways to help make packing/moving as simple and stress free as possible.

- J. S.



5 ★
CLIENT
REVIEWS

I'm sure you have more questions and thoughts about the senior real estate process.

When you find yourself feeling a little overwhelmed by the strong emotions of parting from our family home, I urge you to reach out to me. Allow me to offer the support and expertise necessary to guide you through this deeply emotional phase with care and understanding.

If there's anything I can assist you with, please feel free to reach out. Consultations are always offered without obligation and are completely free of charge. We provide a fully comprehensive listing and marketing plan tailored to ensure your success. Here, you won't find any high-pressure tactics; instead, expect honest conversations about what it takes to find your new home or successfully sell your property.

Whenever you're ready, I'm always here.

- Jeremy

BUY+
SELL+
ADAPT+
ASSIST+
I AM YOUR SRES®

