



Bertha's Double Loss and Her Home Sale: How SASH Eased the Burden

Bertha was a healthy and sharp 82-year old who lived in a mobile home park. Though she was past the age of eighty, Bertha was still a caregiver. Every week, Bertha visited her 100-year old mother in a skilled nursing facility. She also managed her husband's care, as he was living in an Alzheimer's community nearby.

Though her home was tidy and well-kept, Bertha was tired of maintaining it. She was ready for the life of a retirement community, with meals, housekeeping, and daily social interaction. She knew she needed to sell her home in order to downsize, but she dreaded the work, stress, and unknowns of putting her home on the market and waiting for a buyer. Her children did not live in the area, and would not be available to help. The thought of going through the work of a home sale by herself overwhelmed her, especially with her mother's and husband's care to manage.

Bertha's neighbor told her about SASH. Bertha called SASH and learned about its private and custom-designed home sales for seniors. In this innovative service, SASH makes an offer to purchase the senior's home, and allows seniors to custom-design their home sale according to their specific needs and plans. SASH provides complete packing and moving services for the senior. Clients get to choose a closing date that suits their needs, and they don't have to do any repairs or updates to the home. Family members and care providers are involved each step of the way, and there are no stressful deadlines.

Bertha was elated by this discovery. She moved forward with SASH's service, accepting SASH's offer on her home. The closing process began, and Bertha began to plan her move.

Then, the unexpected happened. Her husband of over sixty years, and her 100-year old mother, both passed away. First Bertha lost one, and within ten days, she had lost the other. In the midst of deep grief, Bertha found herself arranging services and burials, hosting family from out of town, finding documentation, and finalizing their financial affairs.

She was keenly grateful for SASH's private home sale process, because during all of this, there were no buyers coming and going through her home. Additionally, SASH's flexible closing process allowed everything to be put on hold while she got through the tough weeks. With a typical buyer, this might not have been possible. After Bertha's move into her new home, she called her home sale "a dream", telling her new neighbors about SASH.

Bertha's story is one of dozens of seniors who have been helped by SASH's service. Founded in 2005 in the Seattle area, SASH is a blend of senior care, real estate, and social work, and is the first of its kind. Every single home sale that SASH provides is custom designed around the senior's specific needs and plans.

Call SASH to find out how we can assist you with your unique senior home sale needs, and make it the best experience we can.

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