



## Five Tips to De-Stress A Senior Home Sale

It can be a bit overwhelming, really. The task of getting a senior's home ready for the market, waiting for buyers, sorting household items, and moving into retirement living can seem like such a long and arduous process, that it is altogether avoided for years.

The good news is that senior home sales don't have to be difficult. In fact, they can happen with ease and enjoyment! It just takes a little advanced planning and teamwork.

To keep stress low in the senior home sale process, here are five helpful tips:

**Tip #1: Be pro-active:** Months or years before you are ready, start with small steps. Some ideas: De-clutter the home room by room, by donating items to charity. Attend seminars to learn about downsizing tips. Take tours of local senior living communities. These steps of planning can broaden your choices and help the whole process feel manageable. When seniors sell their home while they are still active and engaged, they can be a part of the decision making process, planning their next home with anticipation and enjoyment.

**Tip #2: Seek out quality professional assistance.** Assemble a team of helpers to support and guide you through the sale. These may include an experienced and trusted Realtor<sup>®</sup>, a downsizing professional who can assist in the sorting and packing, or an estate sale professional who can help you earn money from unwanted household goods and furniture. Avoid the months of intense work and frustration that a "do-it-yourself" home sale would require, and take advantage of the helpful resources available.

**Tip #3: Make a *small list of what to do to get your home ready.*** It's stressful and expensive to try to completely remodel your home before putting it on the market. There is no need to do a complete makeover of the home. Aim instead for cleanliness, tidiness, neutral colors, and pleasant smells. Your buyers might want to add their own personal touches anyway, and don't want it all redone. Keep it simple!

**Tip #4: Price your home to sell quickly.** Homes are sold when the sellers list their home for a competitive price. You and your Realtor<sup>®</sup> can work together to determine an asking price that will bring buyers to your door. Those who overprice their home find themselves in a long and frustrating waiting period, while their home grows "stale". Buyers are out there! Catch their attention immediately with a great price.

**Tip #5: Don't believe all the bad news.** Newspapers and TV speak of doom and gloom for home sellers, using phrases like foreclosures, short sales, and declining value. Plenty of homes are selling, some in the first week or two on the market! Find out what is true for *your area*. Recent market statistics show that homes are selling. Yours can too.

Plan ahead, get a lot of help, and go for it! Soon you'll be enjoying a care-free lifestyle in a senior living community, with more time for socializing and outings. SASH has assisted many senior clients through this step, and we can help you as well. Simply call us!

By Rebecca Bomann, CEO/Founder of SASH Senior Home Sale Services. © 2012 All Rights Reserved  
Reproduction permitted in entirety, with full attribution, and a direct link to [www.sashservices.com](http://www.sashservices.com)

**From Start to Sold. The Trusted Service in Senior Home Sales.**

[www.sashservices.com](http://www.sashservices.com) | 1-888-400-SASH (7274)