

Are you over the age of 50 and considering buying or selling a home?

Then you need a realtor with “senior” experience, a Senior Real Estate Specialist (SRES) who is uniquely qualified to counsel and assist clients, aged 50 and older, through the financial and lifestyle transitions of relocating, refinancing, or selling their home.

The SRES works with the entire family offering traditional real estate services; however, they offer a greater level of patience, understanding, and compassion because they are trained in all aspects of aging and senior needs.

The SRES meets with both the client and family members to conduct a thorough interview, describing housing opportunities, lifestyle wants, and essential needs. The assessment helps to determine if staying at home (aging in place) is an option, or if a move to a different home or higher level of care would be of greater benefit to the client.

The SRES always keeps the best interest of the client in mind. An SRES can set up customized home searches for the client, or arrange for visits to various independent and/or assisted living communities. The SRES can even help with decluttering the home and with home cleaning and repairs as well as with estate sales and working with a Senior Mover when the time is right. All of these are aspects of the relationship an SRES can establish with a client.

First and foremost, an SRES is a real estate professional who is competent in the transactions of buying and selling homes; however, the SRES also has an extensive network of other senior focused professionals who can assist in mortgage loans, tax counseling, financial and estate planning, and many other aspects of the sale of the home and the move.

Working with an SRES has many benefits for seniors and their family members, such as a no pressure approach to the process and a strong service orientation. The SRES understands that selling a home can be emotionally demanding for a senior. The SRES easily works with all generations (seniors, adult children, and caregivers) and has a wide knowledge of local senior housing options and elder support services.

Becoming an SRES requires a realtor to complete a special course and pass a written examination. The SRES must be a member of the National Association of Realtors and the Senior Real Estate Specialist Council and maintain these annual memberships.

To find an SRES in good standing in your area, visit the website: www.SeniorsRealEstate.com
. You can also visit the National Aging in Place Council at
www.naipc.org

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