



6 COMMON QUESTIONS SENIOR MOVERS HAVE

Retirement is the perfect time to pick up the hobby you've always wanted too, travel to places you've never been, spend more time with family and friends and most of all - start the best chapter of your life.

While you'll always cherish the memories you've made in your home, you may have decided it's the right time to sell. Your home is one of your most valuable assets, so there are several considerations to make when selling. Whether you're downsizing, or moving into a senior living community, you'll want to get the most out of your equity.

You may have started to plan for what the move will look like, and gathered the documents you will need to have prepared for your future. But, you may have some questions about the process.

Here's some answers to six common questions senior movers have:

1. How do I know what my home is worth?

In a survey of older adults selling homes, conducted by Joint Center for Housing Studies of Harvard University, nearly 70% of seniors had lived in their homes for more than 30 years and 34% had lived there 40 to 50 years. If you're like many seniors you may be surprised by what your home is worth today.

A seasoned realtor will provide you with a thorough Comparative Market Analysis (CMA) of home prices in your area. You can also search multi-listings online to see the selling price of the homes in your neighborhood.

Your home is valuable, choose a trusted realtor who will bring dedication and knowledge to the table.

YOUR STORY. TO BE CONTINUED.
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6 COMMON QUESTIONS SENIOR MOVERS HAVE (CONTINUED)

2. Are there real estate agents who specialize in selling a senior's home?

Senior Real Estate Specialists (SRES) have put in the time, taken extra training courses, to understand the senior mover's unique challenges. They're up-to-date on federal regulations, including the Housing for Older Persons Act (HOPA) and the impact real-estate transactions may have on retirement finances.

SRES are also sensitive to the emotions involved in making a move. They understand it's more than a house you're selling, it's where some of the best stories and moments were created.

SRES are even prepared to help in every facet of your move, finding solutions to questions like: "What do I do with 40 years of stuff?" "What if I don't have the energy to pack all this?" "What are my senior living options?"

3. When should I start preparing my house?

It's never too early to prepare your house for a move. Preparing your home in advance allows you to proceed thoughtfully, and may help you make the most of the sale.

Moving can be overwhelming, make the move as seamless as possible by starting the process early.

4. How do I prepare my house?

According to the US Census, just about half of the homes sold by older adults 65+ were built before 1975. This means you may have some repairs and updating to consider.

Brian Lewis, a real estate broker with New York City-based realty firm Compass, explains, "Making small upgrades over time serves a seller immensely. These don't have to be break-the-bank alterations, either. Even merely keeping the color palette up-to-date will go a long way."

Having clean surfaces, eliminating personal décor and belongings can help to show your home in the best light.

5. Why do I need to de-clutter?

Any realtor will tell you: Showing a cluttered, "well lived in" home is not optimal. Instead of seeing a spacious living area, prospective homebuyers will see a cramped room with an overabundance of furniture—and stuff.

As for de-cluttering: Enlist adult children or cleaning services to help. Take it slowly, one room at a time, one treasure at a time. Be judicious but not ruthless. Label boxes by destination: "Move," "Store," "Donate," "Discard."

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6. What can I do to help the sale go smoothly?

Getting legal documents in order is a big first step—titles, deeds, wills, trusts, financial statements—everything you need to prove ownership and sell your home. Store docs together in an easily movable, fireproof container.

Life at American House

Founded in 1979, American House Senior Living Communities' goal is to provide high-quality housing for seniors at a price affordable for retirees and their families. Our dedication to excellence has endured for over 40 years and we have expanded to serve residents at a number of senior housing communities throughout Michigan, Florida, Illinois, Ohio and New Hampshire.

FLOOR PLAN

Many American House communities offer a combination of studio, one- and two-bedroom apartments. With a variety of floor plan options, designed to maximize space and create a comfortable environment, you're sure to find an apartment that's right for you.

DINING

We're passionate about our food and continuously strive to create a memorable dining experience at each of our communities. Our corporate and community culinary teams work together to create healthful menus and delicious meals. We know how important dining is to you, and it's just as important to us.

- When You Sit Down at Our Table, You'll Enjoy:
- Chef-prepared meals
- Restaurant-style dining
- Locally-sourced ingredients
- Themed meals for holidays, special occasions or regional/local celebrations
- Menus that reflect regional tastes and preferences
- Accommodations for physician-ordered dietary restrictions*

*Available at select communities.

American House Senior Living Communities provide a supportive and active lifestyle with all the comforts of home, in a family-style atmosphere.

Whether you choose to engage in activities with your neighbors, or prefer to spend time in your private apartment – the choice is yours.

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EVENTS AND ACTIVITIES

Each community has a Life Enrichment Director who creates a calendar of diverse activities and events. He/she coordinates a variety of cultural, social, recreational and spiritual programming designed to engage and stimulate residents.

Find an American House community near you!

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