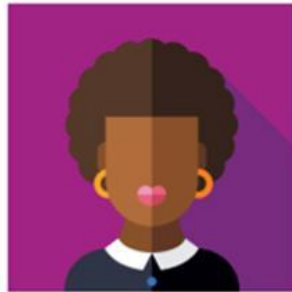


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Moving On



A Guide to
Housing-Related Resources
Tailored to Seniors
and their Families

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Is it time to sell your home?

Are you thinking of selling your home to move to a senior supportive environment? Or perhaps to move in with an adult son or daughter who can help with your needs as you grow older?

You may be considering leaving the family home with all that it represents—the place where children were raised; the safety and security of a family unit; the physical space where your oldest and dearest memories reside. For seniors, it can signify the best years of their lives, where friends and community ties were made.

Many seniors would prefer to continue living in their own home, or aging in place. Sometimes, circumstances work against those preferences:

- Home maintenance becomes a burden
- A major life event forces considering a move
- An aging parent wants to live closer to adult children or other caretakers
- Financial concerns make it difficult to keep the home
- Support services are needed that are not available at home

Whatever the reason, there may come a time when parents, along with their adult children, consider selling and moving on. This booklet is designed to help guide your family through the complex issues and unique situations you may encounter during the process.

Selling a senior's home is different

Many homeowners have previously bought and sold homes. However, selling a senior's home can be much more complicated, due to the number of unique issues and decisions—and sometimes the number of people involved. Though seniors usually make the decision to sell, it is not uncommon for adult children to help them sort through these questions:

- Is moving the best alternative? If so, where? Have other options been explored?
- Are close family members on board with a decision to sell?
- What is the best way to downsize a lifetime's worth of possessions and family heirlooms?
- What are the tax-related implications of a sale?
- What effects might a sale have on future income?

The financial, logistical and emotional issues involved in a move can be stressful for a family to navigate. Senior parents and their adult children may feel they are in unfamiliar waters as they deal with these questions.

A real estate professional who has experience in senior's issues, and who can put you in contact with other similarly-trained professional advisors, can be an invaluable resource at this time. You can count on a Seniors Real Estate Specialist® (SRES®) to help guide you through the process and the special considerations, making the transaction less stressful and more successful.

What is an SRES®?

A Seniors Real Estate Specialist® (SRES®) is a REALTOR® who is uniquely qualified to assist seniors in housing sales and purchases.

The SRES® designation is awarded only to REALTORS® who have additional education on how to help seniors and their families with later-in-life real estate transactions.

They also draw upon the expertise of a network of senior specialists, such as estate planners, CPAs, and elder law attorneys, and are familiar with local community resources and services. Their mission is to help seniors and their families navigate the maze of financial, legal, and emotional issues that accompany the sale of the home.

What qualities make an SRES® different?

- Has knowledge, experience and compassion in dealing with senior issues.
- Can suggest housing alternatives, including ones that may allow an aging parent to remain in the home instead of selling it.
- Takes a no-pressure approach to the transaction and has a strong service orientation.
- Will take the time needed to make a client feel comfortable with the complex selling process.
- Understands the emotional demands a sale can make on a senior, and tries to minimize them.
- Tailors the marketing of a home to the needs of an older client.
- Can interact easily with all generations, including seniors, adult children and caretakers.
- Is knowledgeable about local senior housing options and elder support services.
- Has a wide network of other senior-focused professionals who can assist in tax counseling, financial and estate planning, and other aspects of the sale and move.

Melanie Dawkins, REALTOR, Seniors Real Estate Specialist

Held the SRES designation from the National Association of Realtors since 2017



The SRES® professional network

Selling a senior's most valued and valuable asset, their home, and the subsequent move, often requires unique expertise on a number of different fronts. One compelling reason to choose an SRES® is that you'll gain access to their network of related service professionals. For seniors, that includes specialists across a wide array of financial, legal, property and personal services, from estate planning, to downsizing.

Sometimes an older parent has a trusted attorney and accountant. If they don't, an SRES® can usually refer them and their adult children to elder law attorneys, estate planners, financial planners, and tax advisors with experience in elder issues.

An SRES® maintains a professional network that includes individuals who can help with various steps of the sale and move, offering assistance on these and other matters:

- The decision to sell: reverse mortgage counselors that can look at ways to use the home's equity to allow a senior to remain in their home, if preferred
- Prior to listing: tax specialists and financial planners to examine ways to protect assets
- Preparing the home for showing: handymen, landscapers and clutter reduction specialists
- Legal considerations: real estate attorneys to help with estate planning or closing
- Moving: downsizing experts, senior moving specialists, estate sale planners, and storage facilities

An SRES® also has ties throughout the local senior community. Many agents actively participate in a variety of senior and community service organizations. They can provide referrals to resources such as Meals on Wheels, public benefit offices, transitional services coaches, grief counselors, and other services, as needed.

**The SRES® professional network covers
a wide variety of seniors' needs**

Property	Legal and Financial	Personal
Painters	Elder law attorneys (wills, trusts, estates)	Home health-care agencies
Landscapers	CPAs or money managers	Community service contracts
Handymen	Financial planners	Hospitals and clinics
Housekeeping services	Reverse mortgage lenders	Grief counselors
Clutter reduction	Estate liquidators	Meals on Wheels
Storage facilities	Tax specialists	Senior moving specialists
Interior staging specialists	Insurance agents	Transitional services coaches

Issues to consider before starting the process

Are all relevant family members aware of the upcoming sale and the reasons for it?

It's a good idea to have a family discussion about the decision to sell, prior to signing commitments. Adult children often have strong emotional stakes in the sale. Some family members may not want to say goodbye to the home. A family talk can help prevent later misunderstandings and avoid delays in the process. If the move involves significant downsizing, this may also be a time to bring up property and possessions issues.

Have the tax consequences of a sale been considered?

Selling a home can trigger significant taxation. Capital gains taxes may apply in the event the sales proceeds aren't used to buy another home. Before listing a home, it's a good idea to consult a tax specialist or professional financial advisor to determine how a sale will affect your finances. If you don't have an advisor, your SRES® can provide you with a list of referrals to choose from.

Will an adult child be acting on the behalf of a parent in the sale?

In the event an aging parent is ill or incapacitated, another family member will need authority to make legally-binding decisions with regard to the home. If this is the case, a durable power of attorney document must be in place prior to the incapacity, naming an agent who will act on behalf of the senior.

If family members are assisting a parent in the sales process, has one member been chosen to be the contact in communicating with professionals?

It's best to have one family member take the lead in communicating with the SRES® and other professionals. Multiple contacts can create confusion and delays.

What To Expect from your SRES®

Melanie Dawkins chose to become an SRES® does so because she enjoys interacting with seniors.

Her decision to become an SRES® is rooted in a desire to help others. It means your REALTOR® has respect for older individuals; has the ability to listen deeply and ask the right questions; knows how to communicate the old-fashioned way, with a visit. She'll want to take time to get to know you and your family's situation, as you'll want to learn more about her.

An SRES® understands this can be a stressful time for a family.

It's hard to deal with leaving a home after spending many years in it. Your real estate agent wants to understand the challenges you face in this major decision. By doing so, she can present options, so the outcome is one that will suit the family's needs.

At times, the amount of information may seem overwhelming.

An SRES® is there to help by tailoring meetings to a senior's needs. Don't be afraid to ask questions until you feel comfortable with the steps to the sales process and other potentially-complicated details.

Realtor and SRES® Melanie Dawkins is here to help you sell.

From a discussion about clearing out extra items in the house that may make it harder to sell, suggestions about staging furniture or providing staging items, to depersonalization, Melanie will help to prepare the home for the market.

Melanie conducts a market analysis on your home, will schedule and provide a professional photographer, and provide your property on to the Multiple Listing Service and other real estate websites and providers for maximum exposure.

As it comes time to list your property, Melanie will walk through each step of how your home will be marketed for maximum exposure and the best process that is tailored specifically for your situation.

**A GUIDE TO SELLING
YOUR HOME**

- It's all about **you**.
- Your needs
 - Your dreams
 - Your concerns
 - Your questions
 - Your finances
 - Your time
 - Your life



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Trust Melanie Dawkins of Nebraska Realty to use the best marketing services, care, and effort to sell your home.
The attention and communication I offer **sets me apart from the rest.**

*"I am dedicated to your complete satisfaction and look forward to serving your family and getting your home **SOLD!**"*

WHAT I DELIVER

Communication

- Weekly updates on your listing
- Feedback from showings
- Alerts about your competition

Marketing

- Professional photography
- Social media advertising
- Email blasts to ALL agents in Lincoln, Omaha, and surrounding areas
- An always-filled Info Box in your front yard
- Appear on Multiple Listings Service and all other real estate websites
- Marketing to your neighbors to appeal to their friends and family
- Marketing to local businesses
- Open Houses

Play The Ball Game

Consider 1st base as getting an offer and home base is closing. To earn that run I will:

- Ensure all potential buyers are pre-qualified so your time is not wasted
- Each offer will be presented and explained to you
- Negotiate the details of your transaction with the other agent
- Be present for inspections
- Weekly on progress of the listing and transaction



We are on a team together. We'll take the time to listen to each other, ask questions, understand challenges and goals, and ensure that your property sells.

team·work

noun

the combined action of a group of people, especially when effective and efficient.

You will work with me directly. You won't get an assistant or be shuffled between people. I am on your team from start to finish.

HOW I SELL YOUR HOME WITH **MAXIMUM EXPOSURE**

- 1. Staging.** I will assist you with preparing your home for sale.
- 2. Professional Photography.** Let me schedule and provide a professional photographer to take beautiful pictures of your home.
- 3. Yard Sign.** I will place one of my full color real estate signs on your property.
- 4. Color Brochure.** I will have your home professionally photographed and a full color brochure prepared.
- 5. Brochure Box.** I will place a brochure box on the yard sign. I will ensure it is filled!
- 6. Lock Box.** I will place a lock box on your property to provide you with the security of knowing who has shown your home.
- 7. Multiple Listing Service (MLS).** I will enter your home's information into the MLS, giving your home exposure to all Realtors in Nebraska.
- 8. Enhanced Internet Technology.** I will set you up on our "Home Search" system so you will be automatically emailed when new listings come on the market in your area. This is one way for you to stay up to date on the competition.
- 9. Leverage my Network.** My network of high-performing real estate agents can share your listing around the country to gather even more interest and eyeballs on your property.
- 10. Mail to Neighbors.** I will mail a color postcard of your home to 50 neighbors closest to your home.
- 11. Counter Display.** I will prepare an informational booklet with things a buyer will want to know – school information, utilities, homeowner's association (*if applicable*), etc. This will give buyers the confidence to write a contract.
- 12. Open House.** I will hold your house open (with your permission). Four days before the open house, I will place a sign in front of your home promoting the open house, per Lincoln City Code.
- 13. Weekly Contact.** I contact you weekly with a traffic report with an update on who has seen your home and how I am marketing it.

SELLER CHECKLIST

- **Listing Paperwork.** Complete Listing Agreement, Seller Property Condition Disclosure Agreement, Lead Based Paint Disclosure (homes built before 1978). Price determined, list date determined.
- **Home Preparation.** Is the home clean and good shape for showing? Lawn mowed, carpets cleaned, windows cleaned, minor repairs made?

After signing the Purchase Agreement and agreeing to the sales terms with the Buyer, here are the most likely processes that you will need to complete to finalize the sale of your home:

- **Await Inspections.** The buyer has 14 days from the acceptance date to complete all inspections. If repairs are needed, they will be negotiated in the form of an Inspection Notice to be submitted by 5pm on the 14th day.
- **Appraisal.** The buyer's lender will order an appraisal approximately 2 or 3 weeks after the acceptance date. Does the report justify the purchase price? The buyer's bank will only allow a mortgage based on the appraiser's satisfactory price, otherwise the purchase price may be re-negotiated or the contract canceled.
- **Alert Gas and Electric Utilities, Garbage, Lawn Care.**
(The Water Utility will be transferred by the title company.)
 - Lincoln Electrical System at (402)475-4211 (8:30 a.m. - 5:30 p.m.)
 - Black Hills Energy (gas) at (888) 890-5554 (24 hours)
- **Alert or cancel** any additional services like trash, cable, phone, etc.
- **Sign** the deed at the title company up to about a week from the closing date.
- **Collect** keys, garage door codes and remotes before the buyer closes. The buyer takes possession on the closing date, no matter what time closing takes place.

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