



Three Ways to Make Moving to a Senior Living Community Easy!

Ask the Community About Resources Available

Many senior living communities can offer professional assistance to help you sell your house and make the move. **If not, here are some resources you might consider:**

Contact a Professional Move Manager

Spending days in the attic, basement or garage is not the right approach. When you start going through boxes from storage, sometimes all you have to show for your work after an hour is the contents of a box on your dining room table. Instead, think about it this way... what would you grab if your house was on fire? Now that you're focused on what's really important, assume you have a little more time. What would you want to bring with you no matter where you go? A family heirloom? Artwork? Your favorite furniture? Make a list. Don't think about the basement and the attic right now. You might not even remember exactly what's stored there.

Once you know what you definitely want to bring, the rest is much easier to deal with. And let's face it, if you got rid of a common household item and changed your mind, you can probably replace it at the store.

The National Association of Senior Move Managers www.nasmm.org can introduce you to a professional in your area who has helped thousands of older adult's down-size painlessly. These professionals will visit you, help you identify the items you must bring, make sure everything fits in your new home, pack your things, organize the move and unpack everything, making sure boxes are gone, beds are made and everything is in the right place.

**For Move Managers in the Chicago Area,
We Recommend:**

- MySolutions - Gloria Bersani **(847) 705-2123**
- Move Me - Mary Jane Keller **(847) 951-0011**

Contact a Real Estate Relocation Service

While you will ultimately be working with an individual real estate listing agent to prepare your home for the Multiple Listing Service (MLS) you might want the help of independent professionals to verify the true value of your home and to identify the best agent in your area.

It's not only high-powered executives that can benefit from the services of a relocation company, now older adults planning to move to a senior living community can benefit from the same professional advice. You will be in a better position to sell your home quickly and for the highest price if you have good advice and that means not using the realtor across the street just because you've become friends and she watches your cat when you're on vacation. This is a large financial transaction and if you select the wrong realtor, you may not get the best price and it may take longer than necessary to sell your home.

Helpful Tips!

Don't assume you must make costly repairs and improvements prior to listing your home. The right realtor will help you decide which repairs or improvements are necessary to increase the value of your home and reduce the time it takes to sell.

Also, never answer the question, "How much do you think your home is worth?" The only reason they are asking, is to establish your expectation so when they do their analysis, if your home is likely to sell for significantly less, they might agree to list it higher initially and then reduce the price later. The first month your home is listed is the most important and you don't want to be at the wrong price. It's unusual to list your house for more than 105% of the likely sales price. Next, get a comprehensive competitive analysis from two or more realtors and compare them. Never only rely on one realtor's opinion.

For more advice and professional assistance, contact: Moving Station: Kate Curran (312) 377-3716