



Where Do I Start?

THIS is the question I get more than any other.

Full disclosure: it's never easy to sell the family home and this will be hard. But as a team, we can insulate you from the vagaries of the process.

Think it'd be a piece of cake for you to uproot yourself? What about your exquisite collection of tchotchkes? Or all of the things stored in the basement that you never unpacked from your last move? What about the deferred maintenance or septic system you haven't updated? Come on, be honest.

Even under the best of circumstances, moving is far from a joy. While you may look anxiously forward to gallivanting about in your new home, it's not likely you're calm and clear about the process that will ultimately get you there.

So it's at least conceivable that you haven't moved in quite some time, therefore perhaps it's a good time for a refresher on what you can do to reduce the impact and stress on yourselves.

First and foremost, remember that YOU are in charge! The Listing Agent is working FOR you and owes you their FULL attention. It is of the utmost importance that whomever you hire values and internalizes the relationship.

- Establish a common language with your agent. I can't stress this enough! Parsing out your concerns and exploring expectations from both perspectives is key to making the relationship work and seeing the transaction through to its successful end.
- Consider using an SRES® (Seniors Real Estate Specialist) designee. There's no guarantee that you'll be a perfect match with any, but an SRES® Realtor® is more likely to be attuned to working at YOUR pace. You can find local SRES® Agents on their website <https://SRES.Realtor> but be aware only 23,000 Realtors® even have the SRES® designation in the entire country and barely 650 here in MA.



- If you have any concerns about the public entering your home because of health reasons you must be candid with your agent. While you can request no open houses, it may not be the most efficient way to market the property.

Pro-tip: please understand and recognize the reality of drug-seeking behavior. It's critical that no medications be present in the house during showings.

- Require your Listing Agent to attend ALL showings and not use a lockbox. In my opinion, the Agent charged with selling your home, should be PRESENT at all showings. Think of your house as the “showroom”... doesn't it make sense to have a salesperson available to answer questions or at least to gauge buyer feedback? After all, who else is going to tell the story of your home and accurately disclose legal status/conditions (ie: probate) to prospective buyers?
- The listing agent should be acting as your fiduciary. I strongly suggest you NOT agree to dual agency. (It is perfectly legal in MA for a real estate agent to represent both the seller AND the buyer as long as each party agrees in writing). However, do you want to negotiate against yourself? Dual agency can be a legal minefield and ultimately likely not in YOUR best interest.
- Having an experienced Elder Law Attorney on board can be invaluable. Consult the Massachusetts chapter of the National Academy of Elder Law Attorneys member database www.MassNAELA.com
- Ask for help. No matter how proud and independent you are, selling the family home is NEVER easy. Emotions can be as overwhelming as dealing with quantity and scope of your belongings.
- Use a team approach. A good Realtor® understands the value of time, not only yours but theirs as well and will have a robust database of professional, reliable specialists ready to assist.
- Utilizing the skills of a Senior Move Manager is an excellent way to prevent overload when coordinating, sorting, packing, moving and eventually settling you in your new home.



- Hiring a clean-out company is often an excellent investment and will often prove a better use of your time and energy. Some vendors will even wait until closing to get paid.
- DO NOT be talked into spending for erroneous improvements prior to listing your home unless there's an acceptable Return On Investment or if there's a measurable downside to not tackling the project. Granite counters and updated bathrooms are fabulous but how will you pay for it? Is there enough time and importantly, do you have the energy to complete the project given supply-chain issues or hard deadlines?

Furthermore, it is generally unwise to make improvements in a vacuum, they should reflect the character of the house as a whole.

We are in the midst of an incredible inventory shortage, however global politic and rising interest rates are creating headwinds and variables.

- Have a plan "B". What if your home languishes beyond your projected move out date? But what will you do if you get a cash offer right away and the buyer needs you to be out in 2 weeks? Are you prepared to put your things in storage, essentially moving twice?

Approach your next move with the assistance of an SRES® Realtor® who possesses the heart of TEACHER rather than a salesperson and you will be doing yourself a huge favor.

Adam is the Broker-Owner of Milestones Realty since 2009 and obtained his SRES® Realtor® designation in 2008. We are dedicated to serving older adults and special needs clients in Plymouth, Norfolk, Middlesex, Bristol and Suffolk counties. Under certain circumstances, we will travel farther.

To schedule a confidential discussion about your specific situation in person, call/text me at 781-264-6526 or email adam@MilestonesRealty.com

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