



How Your SRES® Can Support You

When you are looking to buy or sell real estate, reaching out to your trusted agent or brokerage is the first step. They are field experts and know how to walk you through the transaction from start to finish. Senior Real Estate Specialists®, also called SRES® designees, are professionals specifically trained to work with clients aged 55 and over. These experts know about real estate and the concerns mature clients face. Because of their extended skill, they can be excellent resources for you in various ways. Here are a few questions or concerns you could discuss with your Senior Real Estate Specialist®.

1. What areas of the city or town are senior-friendly?

Because SRES® designees are senior market specialists, they will be far more knowledgeable than an average agent about what parts of town attract adults over fifty. They will have connections with senior communities and know the questions you should ask as you vet different neighborhoods. If you prioritize finding a location close to shopping, medical care, outdoor recreation, or with a large senior population, make sure you mention that to your Senior Real Estate Specialist®. They will know which areas match your preferences.

2. What should I look for in a home if I plan to age in place?

Several important features exist when evaluating a property's senior-friendliness, including single-floor living and wide hallways. As an aging adult, finding a home that will meet your needs for years to come can be challenging. Fortunately, SRES® designees have access to a wealth of resources that discuss what makes a property livable for seniors and are equipped to provide practical and creative solutions to help you find the perfect home.

3. I'm worried how a real estate transaction will impact my retirement.

Regarding retirement portfolios, real estate holdings are just one piece of the puzzle. It's important to consider how changes in your housing situation can impact other areas of your financial resources. While consulting with your financial advisor is

always recommended, working with a real estate professional specializing in helping mature adults offers a unique advantage. If you are transparent about your concerns, an SRES® designee can help you find a property that makes good financial sense and connect you with other experts in the senior market, including financial planners, loan officers, and reverse-mortgage specialists.

4. I'm starting over in a new area, and I don't know where to go to meet new people.

Moving across states, cities, or even neighborhoods can present unique challenges, the largest of which includes losing friends and social communities. Senior Real Estate Specialists® know that this is a concern for many of their clients, and are aware of a variety of events and communities that will help you adjust to your new area. Ask them for assistance locating local senior centers, religious communities, social groups.

5. Do you know of any local professionals who work with the senior community?

SRES® designees work with a wide range of experts who cater to senior markets. If you are looking for professionals to assist you in managing your retirement, renovating your home, drafting legal paperwork or treating chronic back pain, do not hesitate to ask your Senior Real Estate Specialist®. They are likely to have a broad network of contacts that work with people in the 55+ community, and they are ready and willing to support you.

Source: [nar.realtor/education/designations-and-certifications/seniors-real-estate-specialist-sres](https://www.nar.realtor/education/designations-and-certifications/seniors-real-estate-specialist-sres)

Count on an SRES® to guide you through the process of buying or selling your home, making the transaction less stressful and more successful.

The Seniors Real Estate Specialist® (SRES®) designation is awarded by the SRES® Council, a subsidiary of the National Association of REALTORS® (NAR).

To learn more about SRES® and access various consumer resources, please visit seniorsresource.realtor.

