



Enjoy FREE Help For Seniors Through The Selling Process

Did you know that the average length of time that a Sun Lakes' resident owns their home is about 12 to 15 years? Some have been here 20+ years, but as we age and health concerns arise, it can be overwhelming to consider selling a home.

While many will return to their "roots" with family near to assist, some do not. And, they struggle with where they should go, how to get rid of furnishings and where to find help to pack and move.

Many times, the adult kids of homeowners manage everything when the parents are no longer able to take care of this process on their own.

Does this sound familiar?

If so, we are here to help with a full-service "nuts-to-bolts" package that will help senior homeowners learn step-by-step what they need to do when considering selling their home.

And we do not charge for this service. It is our passion and expertise to help the senior community with buying and selling homes.

When we meet with homeowners considering a sale, we cover the following topics and provide valuable resources to help them make decisions on how to:

- Prepare your home for sale. What to do and what NOT to do;
- Stage home/furnishings. Learn ways to declutter and remove unnecessary items;
- Relocate with resources for independent/assisted living and downsizing options;
- Pack, move and find reliable help and professional movers;
- Maximize the most value when you sell and when to list;
- Involve trusted family members and communicate through the process;
- Deal with all the legal aspects of selling and what documentation is required (when the trust owns the home, a Power of Attorney is in place or a partner is deceased); and
- Know the costs of the sale and what you can expect with a net sheet, and more!

If you need help with this process, or know someone who does, please share this information with them or feel free to contact us at The Kolb Team directly at (480) 440-0849 or www.thekolbteam.com.