



SRES



where the future takes shape

Seniors Real Estate Specialist®



NATIONAL ASSOCIATION OF REALTORS®



In June 2007, the NAR established the SRES[®] Council, which confers the SRES[®] designation.

SRES[®] stands for Seniors Real Estate Specialist.

REALTORS[®] with the SRES[®] designation are specifically trained to serve the needs and interests of real estate buyers and sellers age 50+.

SRES[®] Designees join an elite group of real estate professionals serving the 50+ market. Currently, there are over 16,000 designees.

SRES[®] is the only “seniors real estate” designation recognized by NAR.





“As we age, we demand specialists in our health needs, so why not in our housing and equity needs as well?”

Various Generations

G.I. Generation

Born: 1901-1926

Silent Generation

Born: 1927-1945

Baby Boomers

Born: 1945-1964

Generation X

Born: 1965-1976

Generation Y, Echo Boomers, Millennials, Nexters

Born: 1977-1994



Are you Looking to buy/sell but don't know where to turn?



If you set the time aside to meet with me, your concerns will be brought to the forefront and solutions will be met with the knowledge and patience you deserve.

Topics



Unique needs.



Purchase, Sale, or Investment.



Resources.



Unique needs.



As an SRES[®], my goals are to

Build trust and rapport

Define your parameters

Help you form realistic expectations

Learn of anyone who will be involved in the decision making

Learn your needs and goals, life stage, health and activity stage, and motives for buying/selling

Find out how this purchase/sale fits into long-term plans

Plan a strategy for finding the right property – or – plan a strategy for selling your property



Unique needs.

Each buyer/seller has unique needs. I can help you because I have...

a solid comprehension of federal laws for Housing for Older Persons Act (HOPA)

sensitivity to 50+ issues and priorities

the devotion to provide reputable services that win and sustain trusting client and customer relationships





Purchase, Sale, or Investment.



Housing Options:

Communities that enable independent living

Facilities that provide assistance and care

Integrate the disposition of real property into your estate plans



Purchase, Sale, or Investment.



Financial options: learn how pensions, 401k accounts, and IRAs can be used in the purchase of real estate

Financial options: examine how additional sources of income—Medicare, Medicaid, and Social Security may impact your real estate decisions

Financial options: look at all available financing methods, including reverse mortgages



Purchase, Sale, or Investment.

My Team of Experts

SRES® Designees are not qualified to give financial or legal advice. That is why I have assembled a team of experts to help serve you.

My team will provide you with professional advice, council, and direct attention to your specific needs.



Purchase, Sale, or Investment.

Resources:

Looking for a home can be frustrating at times. If you need additional information, I can provide you with relevant resources and answers to any of your real estate related questions.





Purchase, Sale, or Investment.

Research:

The research I have available will allow me to gain insight on senior marketing strategies; learn about local, state and national demographics; internet trends; geographic patterns; top selling points for seniors; and motivations for relocating.





Resources.

Are you Undecided About Your Next Move?

Part of my SRES[®] course was dedicated to understanding current market trends, recent research, and the pros and cons accumulated by National and Government programs in these areas of interest:

Active Lifestyles

Independent Living

Assisted Living

Continuing Care

Care Facilities

Age-restricted communities





Resources.

Personal Approach.

A customized approach to your real estate needs is one of the many services I will offer to you.

I have the knowledge and expertise to counsel you through major financial and lifestyle transitions involved in relocating, refinancing, or selling the family home.

My team and I will offer you the opportunity to complete a real estate transaction with the patience, professionalism and expertise you deserve.





Resources.



Looking for a dedicated real estate professional?
One that will take the time and effort to complete
a transaction that meets **YOUR** standards?

SRES  SM

where the future takes shape

Look no further.

My knowledge and experience in the 50+ market will open up the door for a well-paced, successful real estate transaction.

