

Seniors Face Housing Choices

By Rudy Antle, SRES



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Introduction to this presentation

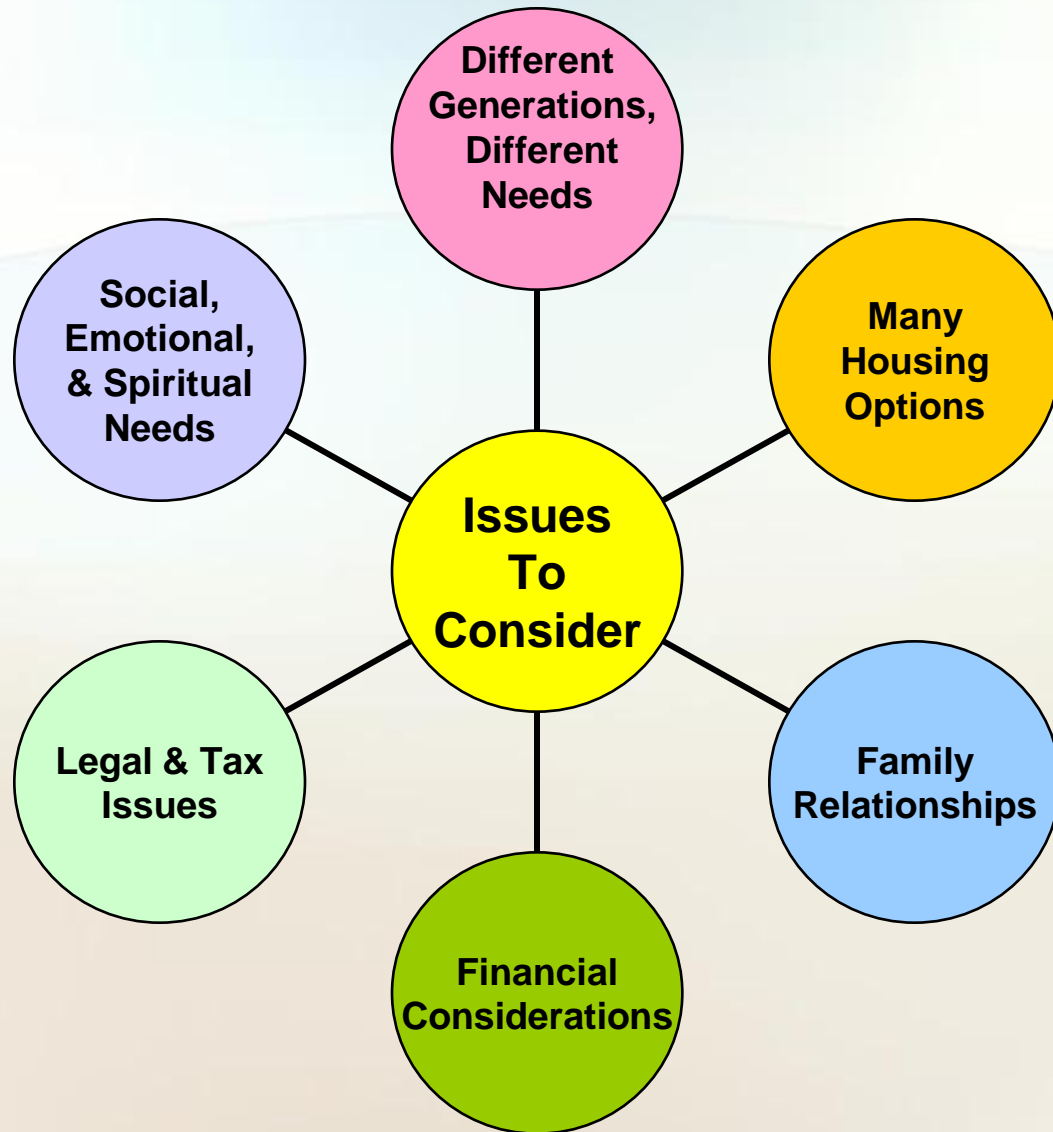
- **Many don't realize the term "Senior Adults" can include an age range of 40 years or more—so the needs of Seniors vary greatly.**
- **There are numerous housing options available to Seniors.**
- **We who work with Seniors must be aware of other factors involved in choosing a housing option.**
- **We can work together to provide the best service for Seniors' moves.**

In talking with groups, I often ask...

**What's the #1 concern
of Seniors regarding
their *housing*?**

**(My answer follows later. First let's look at some
factors involved in housing decisions.)**

Factors In Seniors' Housing Choices



Different Generations: Different Needs

This wide age range reveals an obvious difference of life situations.

- **Early Baby Boomers (born 1946-1964)**
 - **Late 50's**
 - **Early 60's**
- **The “Silent Generation” (born 1925-1945)**
 - **60's**
 - **70's**
- **The “Greatest Generation”, or
The “GI Generation” (born 1925 & before)**
 - **80's**
 - **90's**
 - **100's**

Variety of Senior Housing Choices

Some of my recent Senior clients and their housing situations:

Ruby H.	Sale > Invest in Independent Living / Continuing Care Facility
Libby S.	Sale > Buy in Age-Restricted active adult community
Bill & Linda D.	Sale of rental property
Betty V.	1031 Exchange via family trust
Dean I.	Sale > Assisted Living near son
Joanne N.	Sale > Buy home near daughter
Ron & Patty C.	Sale of 2-story home > Buy more expensive Ranch style home

Seniors' Housing Options

- Stay in current home...
- Move down in size, but not price
- Move down in size & price
- Lateral move, but less maintenance
- Age-restricted Active Adult area
- Retirement Community-same area
- Retirement Community-out of state
- Independent Living Community
- Continuing-care Community
- Assisted-living Facility
- Nursing Care Facility

Family Relationships

- **Sandwich generation**
- **Siblings, others to care for**
- **Loving Family**
- **Estranged Family Members**
- **Children who want to be involved**
- **Children who don't want to be involved**
- **Children who interfere**
- **No family around**

Financial Considerations

- **Retirement income / debts**
- **Home Equity Line of Credit (HELOC)**
- **Reverse Mortgage (HECM)**
- **Have a financial planner?**
- **Have a CPA? An Attorney?**
- **Know a lender?**
- **Sell home & re-invest equity**
- **Sell home & buy another**

Legal & Tax Issues

- **Wills**
- **Living Will**
- **Durable Power of Attorney**
- **Trusts**
- **Gift tax issues**
- **Capitol gains (or exclusion from them)**
- **1031 Exchanges for investment properties**

Social/Emotional/Spiritual Needs

- **Downsizing—leaving valued mementos**
- **Leaving friends**
- **Finding new friends**
- **Death of friends**
- **Death of spouse**
- **Personal illness or incapacity**
- **Loss of church support (from move or being home-bound)**
- **Need for hope for the future**
- **Challenges to faith**
- **Fear of death (or regular thoughts about it)**
- **Etc.**

So, the question again is ...

**What's the #1 concern of Seniors
regarding their *housing*?**

And the answer is ...

**It depends on which “Senior”
is being asked.**

Major Concerns of Family Members when Seniors think about moving

- **What is best for the Senior Adult?**
- **They don't want someone to take advantage.**
- **Does the Realtor[®] just want to make a sale, or does he have our interest at heart?**
- **Does this person know what he's doing?**
- **Other? _____**

My Background

- **Pastor & Campus Minister: (1966-1985)**
 - Pastor in Indiana and Pueblo, CO
 - Campus Minister in Texas, Pueblo and Denver
- **Realtor: (1985-Present)**
 - All types & price ranges of homes
 - All types and ages of clients
 - **SRES – Seniors Real Estate Specialist**
(I help Baby Boomers, retirees, and other Senior Adults select the housing option that best meets their needs and desires at the moment.)

My desire...

... to help Senior Adults with those issues where I have some expertise (real estate), and refer to others on my team in those areas where I am not an expert.

I have a team of service-providers because I follow the advice I often give my clients:

“If you need an expert, hire one, don’t try to be one.”

My Seniors' Team

I have some recommendations for each category and will gladly share them upon request.

Real Estate Expert

Rudy Antle

Attorney

CPA

Insurance & Investments

Financial Planner

Lender (Reverse mtg.)

Home Care

**Do you have someone you would recommend?
If so, email me: rudyantle@msn.com**

My Mission as a Realtor:

**To guide people through their life's transitions,
like the shepherd in the 23rd Psalm,
so their moves will be smooth, secure, enjoyable,
profitable, and a long-lasting blessing.**

Your Response

- I would like to talk with Rudy personally about my situation.**
- I don't need anything, but I have a friend who might need Rudy's help.**
- I don't plan to move, but I might need some help from someone on Rudy's team.**

For any of these responses,

**call Rudy Antle
or email at:**

**303-284-3609
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