

5 Questions to Ask When Selecting a Real Estate Specialist



When it comes to buying or selling your home over the age of 50—or supporting your senior parents through a move—finding a real estate professional who is both qualified and understands your unique needs is essential. These questions will help you choose the right specialist.

1. WHAT EXPERIENCE DO YOU HAVE WITH SENIORS AND THEIR FAMILIES?

Understanding the specific needs and challenges of senior clients is crucial. Have they helped clients downsize, relocate to retirement communities, or navigate the emotional aspects of selling a long-time family home?

2. WHAT RESOURCES AND SUPPORT DO YOU PROVIDE?

A good real estate specialist should offer more than just buying and selling services. Ask about the additional resources they can provide, such as connections to senior moving services, legal and financial advisors, or professionals who can assist with estate sales.

3. HOW DO YOU COMMUNICATE WITH YOUR CLIENTS?

Ask about their preferred methods of communication and how often they will update you on the progress. Ensure they are comfortable using communication methods that work best for you or your senior family members, whether it's phone calls, emails, in-person meetings, or even written letters.

4. WHAT DO YOUR PAST CLIENTS SAY ABOUT YOU?

Request testimonials or references from past clients, especially those who are seniors. Positive feedback from previous clients can give you confidence in the agent's ability to handle your needs.

5. ARE YOU A SENIORS REAL ESTATE SPECIALIST® (SRES®)?

An SRES® designation means the agent has completed specialized training to better serve senior clients. This includes understanding the unique financial and emotional challenges faced by their clients over age 50. Choosing an SRES® ensures you're working with a professional who has the expertise and dedication to meet your specific needs.