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Press Release

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Is It Wise To Sell A Home In Today's Market?

Denver, Colorado - May 17, 2011 - Many older adults who are considering a move into an active adult community wonder if this is a smart move if they have a home to sell. They worry that the recent drop in real estate prices will mean that their home will take a long time to sell and that they won't be able to get a good price for it. If you are considering the sale of your existing home so that you can move into an adult community, here are some things to consider:

People are still buying and selling homes. Despite the recent turmoil in home prices, homes are bought and sold every day so it's still possible to sell your home at a fair price. In order to make your home stand out in the market and sell more quickly you'll want to make sure your home is in top shape and you may

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want to consider using the services of a professional stager who can make the layout of your home more attractive. You'll also want to price your home competitively so that it doesn't languish on the market due to being overpriced.

A 'normal' market has some advantages. Some real estate professionals suggest that the real estate market has returned to more 'normal' levels in many areas and seems depressed only because of the contrast to the wild market we've seen in recent years. While this may be a bit of an exaggeration, the frenzied markets of a couple of years ago required both buyers and sellers to make instant decisions which were sometimes not in their best interest. A tamer market means you have more time to fully prep your home, look for a new home, and prepare your move.

Consider the advantages of preconstruction. Individuals who purchase preconstruction property can avoid some of the uncertainties of today's real estate market and can actually experience some unique plusses. Home prices tend to increase AFTER a new adult community actually opens so those who pre-purchase can experience a savings. Additionally, buying preconstruction gives you first choice of a community's new homes, provides you with more time to sell your home, and gives you additional time to arrange financing.

Moving to an active adult community is an exciting and rewarding experience so don't let concerns over the sale of an existing home derail your dreams. Set realistic expectations, work with qualified professionals, and consider the advantages of options like preconstruction. Additionally, don't abandon home ownership when you move to an adult community - look for communities which allow you the freedom and flexibility of owning your new home so that you don't miss out on its many personal and financial advantages.

GrandView of Roxborough is a revolutionary concept in senior living. Set in the southwestern foothills this Life Service Retirement Community is the only one of its kind in Colorado. Full deeded ownership and individualized health support allow for owner's to truly age in place. GrandView is adjacent to the entrance of Roxborough State Park at 6265 Roxborough Park Road in Littleton, Colorado. For more information, please call 303-744-8000 or visit on-line at www.GrandViewLife.com.

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