



# Peace of Mind Checklist IS THIS A SENIOR-FRIENDLY HOUSING MARKET?

*A Slower, Smarter Moving Checklist*

Use this checklist as you research states, tour homes, or talk with an agent. You don't need every box checked — but the more you can check, the less pressure you're likely to feel.

## Before You Choose A State

**Many homes are quietly cutting prices**

Look for markets where a noticeable share of listings have reduced asking prices.

This often signals sellers adjusting expectations — not buyers being forced to rush.

**Inventory is steady or growing**

More homes on the market usually means more choice and less competition, which benefits buyers who want time to think.

**Homes aren't selling overnight**

Listings that stay on the market longer often allow for inspections, second visits, and thoughtful decisions.

**The market feels calm, not frantic**

If everything seems urgent, crowded, or emotionally charged, it may not be senior-friendly — even if prices look attractive.

## When You're Looking At A Specific Home

**The price has been reduced at least once**

Homes with price cuts often come with sellers who are more flexible on timing, repairs, or closing costs.

- The current price is meaningfully lower than the original ask**

Larger reductions may suggest sellers are motivated to move forward rather than hold out.

- Recent sold prices support the listing price**

Compare what nearby homes actually sold for, not just what they're listed at.

- The home fits your daily life — not just your budget**

Single-level living, manageable maintenance, and neighborhood comfort matter more than squeezing out every dollar.

## When You're Ready To Make An Offer

- You feel no pressure to waive protections**

A senior-friendly deal allows inspections, financing contingencies, and time to review paperwork.

- You can ask for help beyond price**

Seller concessions may include closing costs, repairs, or flexible move-in dates.

- The offer reflects your comfort level, not market hype**

A good deal is one you can live with — financially and emotionally.

- You're not afraid to walk away**

The right market gives you options. If it doesn't feel right, that's useful information.

## Final Check: The Peace-Of-Mind Test

Before you commit, ask yourself:

- Do I feel rushed or calm?
- Do I understand the numbers clearly?
- Can I imagine living here comfortably for years?
- Would I regret not asking more questions?

If the answers lean toward calm and clarity, you're likely in a senior-friendly market.