

Quick Guide:

Should I Sell My Parent's House to Pay for Their Long-Term Care?

Deciding whether or not to sell your parent's home to finance care or make a transition to a senior living community is a decision that may take time and several conversations. Use the following checklists to help your parent weigh their options, guide conversations and prioritize decisions that need to be made.

Important factors to consider before making a decision

Would your parent benefit from moving to a senior living community? The answer likely depends on your parent's current quality of life. Answer the general assessment below to get the conversation started.

Assess your parent's care needs

Observation	Yes	No	Notes
Does your parent socialize with other people?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Are you concerned that they are lonely?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Are the walkways in the home free of clutter and tripping hazards?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Has their routine narrowed to one or two rooms of the home?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Are there any safety hazards in the home that concern you?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Are medical conditions and illnesses safely and appropriately managed?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Do they rely on you or others to take them to doctor's appointments, pick up prescriptions and grocery shop?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Does your parent often slip or fall?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>
Does your parent often forget to pay monthly bills?	<input type="checkbox"/>	<input type="checkbox"/>	<hr/> <hr/>

Activity	Assistance needed?		Notes
	Yes	No	
Cooking/meal preparation	<input type="checkbox"/>	<input type="checkbox"/>	_____
Choosing healthy meals	<input type="checkbox"/>	<input type="checkbox"/>	_____
Grocery shopping	<input type="checkbox"/>	<input type="checkbox"/>	_____
Bathing/showering	<input type="checkbox"/>	<input type="checkbox"/>	_____
Shaving	<input type="checkbox"/>	<input type="checkbox"/>	_____
Hair combing	<input type="checkbox"/>	<input type="checkbox"/>	_____
Keeping up with dental hygiene	<input type="checkbox"/>	<input type="checkbox"/>	_____
Getting dressed/undressed	<input type="checkbox"/>	<input type="checkbox"/>	_____
Using the restroom	<input type="checkbox"/>	<input type="checkbox"/>	_____
Remembering to take medication	<input type="checkbox"/>	<input type="checkbox"/>	_____
Cleaning the home	<input type="checkbox"/>	<input type="checkbox"/>	_____
Transferring to/from bed and chairs	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	_____
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	_____

Important factors to consider after deciding to sell

If selling the family home is the best option, talk with your parent about how they want to handle the process. Would they like to be involved? Would they like to invest in small improvements to increase the value? Find out if your parent would like to transition to senior living before the home is sold. This is often a very emotional topic, so be patient and mindful of your parent’s feelings as you discuss the details.

Profits from selling the home may not be your parent’s only source of funds to pay for senior living and care costs. Discuss money matters with your parent to get an accurate idea of what is available to them, like savings and investments. Factor in eligibility for government programs, Medicaid and other resources that can help with the cost of care.

Notes

Discuss important financial information

Assets	Account info	Balance
Savings account	_____	_____
Checking account	_____	_____
Investment account	_____	_____
Retirement account - IRA, 401(k)	_____	_____
Loans	_____	_____
Life insurance policies	_____	_____
Veterans benefits	_____	_____
Other funds _____	_____	_____

Services and care	Estimated cost
Home safety modifications	\$ _____
Assistive equipment	\$ _____
Medical bills, co-pays	\$ _____
Care services	\$ _____
Legal/financial fees	\$ _____
Other _____	\$ _____

Discuss real estate logistics

Mortgage information

Understand if your parent has any outstanding debt on the home and the terms of the agreement.

Tax information

Depending on the size of their potential profit, they may have to pay the IRS in capital gains. Consult a financial advisor or a tax specialist before making any long-term decisions.

Home seller information

If your parent does not or cannot oversee the sale, you or someone else your parent trusts may need to consult an attorney and discuss assuming power of attorney (POA) to sell it for them. An attorney can walk you through the steps required to assign POA and draft the appropriate documents to ensure authorization is correctly and legally delegated.

Real estate information

While it may be tempting to do it all on your own, hiring a real estate professional who has experience in helping older adults with the transition to senior living is a crucial step.

Property inspection information

Once an offer is accepted, the new home buyers may want to have the home inspected. Or, if the home is in questionable shape, you may opt to have the home inspected prior to selling.

Packing/moving company information

Packing can be an overwhelming experience for your parent. Consider hiring a senior moving service that will help ensure a smooth transition to their new home.

Plan for furniture, antiques, automobiles and other property

Discuss what items will be used to furnish their apartment, what items could be sold, donated, passed down to family or stored away.
