YOUR NEXT CHAPTER STARTS HERE

Home Selling & Next Move Starter Guide

For Central PA homeowners and families who want a clearer place to begin.



Hi, I’m Shelly.

I help people connect the sale of a home with the life they want next. Start with these questions. You do not need a moving date or a finished house to have a useful conversation.

Does your home still fit your life?

- [ ] Home upkeep takes more time or energy than I want to give it.
- [ ] I would like my bedroom, full bathroom, kitchen, and laundry on one floor.
- [ ] I want to be closer to family, friends, activities, or services.
- [ ] I am using fewer rooms, but still maintaining the whole house.
- [ ] I want to understand my options before a rushed decision is necessary.

These are conversation starters, not a score. Even one checked box can help you identify what you want to change.

> **A useful distinction**
>
> First-floor living does not have to mean a ranch. An upstairs guest room can be useful if all your everyday living can comfortably happen downstairs.

Your first step: circle the one concern you would most like to solve.

01 / PREPARE THOUGHTFULLY

Before you spend money on your home

A useful starting question: what would help this home sell, given its condition and the local market?

Start with information

- [ ] Gather what you know about major systems, recent work, warranties, and recurring maintenance.
- [ ] Make a room-by-room list of questions and known concerns to discuss with your agent.
- [ ] Ask for a property-specific conversation about potential value before choosing major projects.

Make small, manageable progress

- [ ] Choose one drawer, cabinet, or small area. Sort into keep, family, donate, and discard.
- [ ] Identify the furniture and belongings you want to take before arranging a large clean-out.
- [ ] Ask which cleaning, presentation, or minor repair tasks deserve priority.

> **Pause before a big project**
>
> A new kitchen, replacement flooring, or a full-house paint job may or may not fit your selling plan. Discuss likely buyer expectations and the home's condition before committing to a major expense.

One project I want advice about before spending money:

You do not have to finish every project or empty your home before reaching out.

02 / UNDERSTAND YOUR CHOICES

What could come next?

Use these categories to start a conversation. Specific services, costs, contracts, and admission requirements vary.

Stay in your current home

Consider whether changes to the home, help with upkeep, or additional support could address your concerns. A move is one option to explore, not a foregone conclusion.

A lower-maintenance home or 55+ community

You may own or rent a home with a more workable layout and community amenities. Confirm age requirements and exactly which exterior tasks are covered. A 55+ label does not itself promise future care.

Independent living

A residential option for older adults, often with community services and activities. Ask what daily life includes and what happens if you later need help with personal tasks. Do not assume ongoing hands-on care is included. [1]

A Life Plan Community / CCRC

These communities connect housing with arrangements for continuing services or care. Check the actual contract, care levels, admission terms, and fees. Do not assume every campus includes memory care or every future service. [2]

Personal care, assisted living, and other support

Personal care and assisted living can help with daily tasks. They are distinct categories in Pennsylvania. Memory care focuses on dementia-related needs; skilled nursing provides nursing and rehabilitation services. Ask providers which setting can meet the person’s needs. [1, 3]

Bring your questions to Shelly, and confirm care needs and eligibility directly with the community and appropriate care professionals.

03 / ASK BEFORE YOU DECIDE

Questions to ask on a tour

Bring this page with you. Ask for written details so you can compare the same information across your options.

Daily living

- [ ] Can I reach my bedroom, full bathroom, kitchen, and laundry without stairs? What are the entry and parking arrangements?

Outside maintenance

- [ ] Who handles lawn care, snow removal, exterior repairs, and landscaping? What is included, and what is my responsibility?

Costs and terms

- [ ] What are the entrance, purchase or rental costs, recurring fees, and extra charges? What happens if I leave or my needs change?

Future support

- [ ] Are personal care, memory care, and skilled nursing available? On this campus or elsewhere? What happens if space is unavailable?

Waitlists and timing

- [ ] Is there a waitlist for my preferred home or apartment? What does a deposit reserve? Is it refundable, and when must I decide?

Life beyond the floor plan

- [ ] Are the activities, transportation, dining, visiting arrangements, and opportunities to stay active a fit for me?

> **Coordinate the sale with the next move**
>
> Explore housing options and your home’s selling plan together. Before choosing a listing date, discuss availability, deposits, preparation, moving help, and any gap between leaving one home and entering the next.

04 / MAKE IT YOUR OWN

My next move worksheet

Print this page and jot down a few thoughts. Bring it to your conversation with Shelly.

The three things I most want my next chapter to include:

My biggest question about selling or staying:

My preferred timing, and anything that might affect it:

One small step I can take next, and who could help:

Ready for a plan that is personal to you?

Request your **free Home Sale & Next Move Plan**. We will talk about your home, preparation priorities, timing, and possible destinations. I can then follow up with a short, personalized outline of next steps. A home visit may be useful before discussing specific pricing or preparation. There is no obligation to list.

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Sources for the housing overview (reviewed October 2026):
[1] PA Department of Aging: Long-term Services and Support Options
[2] PA Insurance Department: Continuing Care Retirement Communities
[3] PA DHS: Personal Care Homes and Assisted Living Residences