



SENIOR SPECIALIST PROFILE

SENIORS REAL ESTATE SPECIALIST



WHAT IS A SENIORS REAL ESTATE SPECIALIST – SRES®?

A Seniors Real Estate Specialist is a member of the National Association of Realtors who has completed intensive training for serving the age 50+ adult market. An SRES is an experienced professional who understands the unique challenges of older adults and has the track record of helping retirees transition and relocate.

EDUCATION: WHAT YOU CAN LEARN

- Why a Seniors Real Estate Specialist is the right choice for a REALTOR
- Options for right-sizing and downsizing to a smaller home, condominium or apartment, including congregate living environments
- Market overview of the Los Angeles real estate market today and your neighborhood along with the current value of your home
- How to prepare for the sale of your home, identifying necessary repairs, if any

SERVICES: HOW I CAN HELP

- Clarify what's important to your lifestyle, assessing safety and security, home maintenance challenges and home safety
- Guide you through the emotional and financial challenges of a move, giving you the time and information to make the right decisions
- Guide you through the selling process – from home preparation and staging, to the listing agreement, showings and open houses, escrow and closing
- Assemble a team of seniors'/older adult professionals to work cohesively with the individual and family members
- Provide full service marketing of your home

SENIOR SPECIALISTS GROUP: LINKING THE COMMUNITY TO THE NEEDS OF SENIORS

818.691.2621

The Senior Specialists Group (SSG) brings together quality experts at all levels of senior care. We offer a variety of services to the community and can customize educational presentations based on your needs and interests. Please contact SSG for more details and how we can help.

ssg@foundationforseniorservices.org

foundationforseniorservices.org

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Michelle Menna

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SRES® | CCS® | CNE® | CPRES | ePRO®
Westside Chapter

Michelle helps clients buy and sell residential real estate from downtown to Westchester and the San Fernando Valley since 2006. She is a certified Seniors Real Estate Specialist and holds additional designations as a Certified Condo Specialist, Certified Negotiation Expert, Certified Probate Real Estate Specialist and Electronic Marketing Professional.

Michelle realized her skill and compassion to serve seniors after resolving the financial affairs of her parents, supervising the medical care of her late father, moving her mother to assisted living, and managing the cleanout, renovation and sale of their home. Michelle became certified as an SRES in 2016.

Michelle is a California native and graduated UCSD. She is a married mother of three, a mother-in-law of two and the proud dog-mom of a Goldendoodle.

Michelle Menna
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