What This Really Means

Choosing a Realtor isn't just about the sale.

It's about how clearly you understand your options—and how steady the process feels from start to finish.

For some, the next step is obvious. For others, it takes time to sort through.

The right guidance doesn't rush that process.

Choosing the right Realtor helps you move forward with clarity— at your pace, when the time is right.

What This Means for You

You don't need to have everything figured out before starting.

A good conversation should leave you with:

- A clearer understanding of your choices
- A realistic sense of timing
- Less stress—not more

If you feel rushed or overwhelmed, it's probably not the right fit.

If you feel more at ease and more informed, you're on the right track.

Tom Sharp
REALTOR®
Helping people make thoughtful, lifelong real estate decisions — with clarity and confidence.

Greater Athens Properties

(706) 331-6035
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Senior Services Guide
Local resources for downsizing, in-home support, and transition planning

SSG

— Lifelong Living Series —

Choosing the Right Realtor for Your Next Move

By Tom Sharp
Senior Real Estate Specialist®

What to look for — and what matters most — when choosing a Realtor for your next move

Where Many Guides Miss the Mark

Most advice focuses on credentials and services. Those things matter—but they're not the whole picture.

The real questions are often left unaddressed:

- What kind of move actually makes sense for you right now?
- What would staying look like—with the right changes—for now?
- How much support will you need along the way?
- What will this feel like—not just financially, but personally?

If those questions aren't part of the conversation, something is missing.

These aren't signals to act immediately—but they're often where clarity begins.

What Actually Matters in a Realtor

Instead of a long checklist, focus on what makes the biggest difference:

Understanding of Lifelong Living

Someone who can help you think through:

- Staying vs. moving
- Home safety and long-term usability
- 55+ and age-targeted community options

Pace and Communication

- Moves at your speed
- Explains things clearly
- Doesn't create pressure

Experience with Transitions

- Downsizing and long-time homes
- Working with families and caregivers
- Handling both practical and emotional parts of the move

When those pieces are in place, the process tends to feel steadier —and decisions become easier to make.

Support Beyond the Sale

A good Realtor doesn't just handle the listing.

They help reduce the complexity around it.

That may include connecting you with:

- Downsizing and organizing help
- Estate sale and consignment services
- Movers and contractors
- Legal and financial professionals, when needed

Not because you need everything—but because it helps to know your options.

For a more complete list of trusted local resources—organized by need and stage—the **Senior Services Guide** is available at TomSharpRealtor.com.

You may not need all of this—but knowing it's available can make the entire process feel more manageable.