

SENIORS REAL ESTATE SPECIALIST



Senior Real Estate Roadmap

Housing decisions, financial tools, legal guidance, and local resources

for seniors and families in Grants Pass and Southern Oregon.

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A NOTE FROM JAMIE

Some people come to this document in the middle of something hard. A health change, a loss, a moment when the home that has always worked suddenly doesn't. If that is you, you are in the right place. Others come here from a position of clarity, planning ahead while options are still wide open. That is its own kind of wisdom. Either way, this roadmap is built for where you are.

I put this roadmap together because the information seniors need to make good real estate decisions is scattered, technical, and often delivered by people who have something to sell. I do too, technically. I am a real estate agent. But I earned the Seniors Real Estate Specialist designation because I believe that the only transaction worth doing is the right one for you, and sometimes the right answer is to stay put, to modify your home rather than leave it, or to wait until the timing is right.

What you will find in these pages is straightforward information about your options, your finances, your legal picture, your home, and the local resources available to you in Grants Pass and Josephine County. It is organized so you can go directly to what applies to your situation.

When something in this roadmap raises a question, or when you are ready to talk through how any of it applies to your situation, contact me. That is what I am here for.

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INTRODUCTION: HOW TO USE THIS ROADMAP

Real estate decisions later in life are rarely just real estate decisions. They involve health, finances, family dynamics, legal authority, and timing, often all at

once. This roadmap exists to give you solid ground to stand on while you work through them.

It is designed as a reference, not a read-through. You do not need to read it cover to cover. Find where you are, start there, and use the rest as needed.

Find Your Starting Point

- I'm not sure what my options even are. **Part 1: Your Options**
- I want to stay in my home but I'm not sure it's realistic long-term. **Part 4: Your Home**
- I've had a fall or health change and need to reassess. **Part 4: Your Home**
- I have questions about financing, equity, taxes, or reverse mortgages. **Part 2: Your Finances**
- There is a trust or power of attorney involved. **Part 3: Your Legal Picture**
- A spouse has passed and the home needs to be sold or transferred. **Part 3: Your Legal Picture**
- We're dealing with a probate situation. **Part 3: Your Legal Picture**
- I want to find local senior living communities. **Part 5: Your Local Resources**
- I need help coordinating a move, sorting, packing, estate sale. **Part 5: Your Local Resources**
- I know what I want to do and I'm ready to talk. **Part 6: Your Next Step**

The information here is educational. It is not legal, financial, or medical advice. Where those disciplines intersect with your situation, this roadmap will point you to the right professionals. If you have questions at any point, reach out directly.

Life Stage Framework: Understanding Where You Are

Real estate decisions do not exist in a vacuum. They are nested inside a life stage, a particular moment in the arc of aging that comes with its own financial realities, physical considerations, emotional weight, and available options. A decision that makes obvious sense at one stage can be premature, unnecessary, or too late at another.

THE SHRINKING SPHERE, AND WHAT COMES AFTER

As people age, their sphere gets smaller. Not all at once, and not in a straight line. But the markers accumulate. Children leave. Careers end. Spouses die. Health changes limit what is physically possible. The geography of a daily life, the radius of movement, the web of relationships, the number of people counted on and counting on you, contracts.

This is not a failure. It is a pattern that research on aging documents clearly. The sphere gets smaller. That is real.

What is also real is what can happen next. For many people, a move into a senior living community, or even a deliberate rightsizing to a more connected location, does something unexpected: it expands the sphere again. Not to what it was at 45, but to something meaningful. Neighbors who are present. Organized activities. Physical environments designed for the body as it actually is. The isolation that had been quietly accumulating gets interrupted.

The honest version of this roadmap holds both of these truths at once.

The Three Cohorts at a Glance

65–74	75–84	85+
Young-Old	Middle-Old	Old-Old
Active, independent, planning ahead	Managing transitions; health becomes a factor	High care needs, complex decisions, often family-driven
Advantage:	Advantage:	Advantage:
Full financial and legal capacity — maximum options available	Still time to act — equity strong, alternatives available	Step-up in basis benefits maximize at this stage
Challenge:	Challenge:	Challenge:
Tendency to delay decisions while options are wide open	Health changes can force reactive decisions	Fewest options — decisions may already be made by circumstance

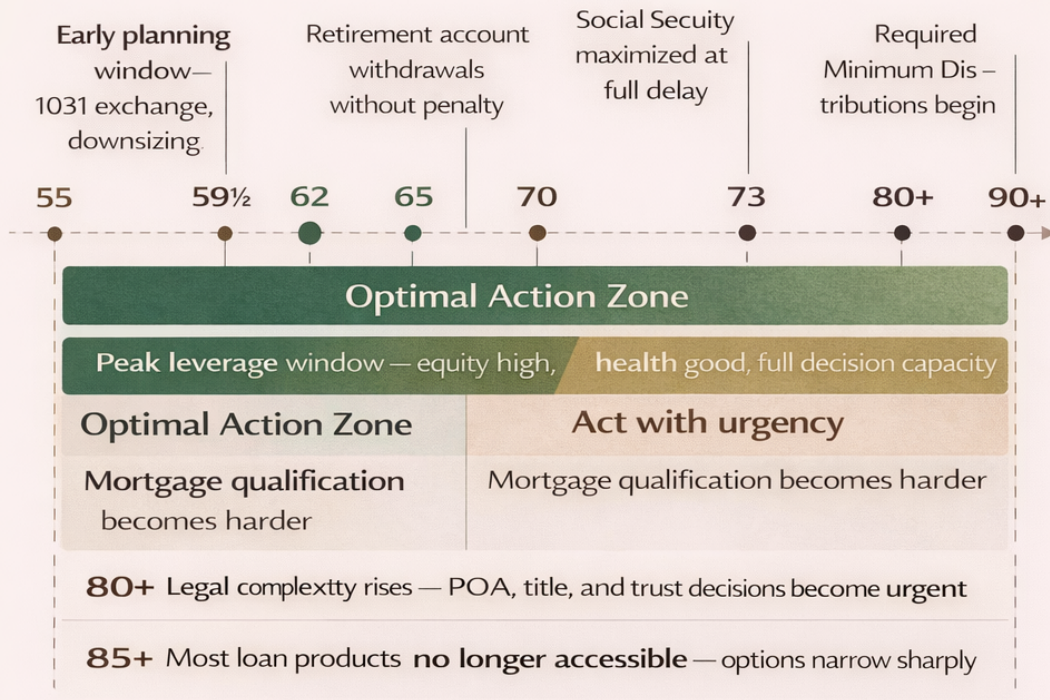
This benefit is tax-free and does not require a service connected disability. It is designed to help wartime veterans afford in-home care or assisted living.

The best real estate decisions are made in the Young-Old phase.
Waiting rarely improves the outcome.

Age ranges are approximate. Individual health, financial, and family circumstances vary significantly.

THE THREE COHORTS

When Options Narrow: A Decision Window Timeline



This timeline reflects general patterns, not individual circumstances. Financial and health situations vary. Consult a qualified advisor.

YOUNG-OLD | AGES 55-74

The stage with the most leverage

The term "Young-Old" was coined by sociologist Bernice Neugarten in the 1970s to describe people past traditional working age who remained largely healthy, financially active, and socially engaged. The category exists because the experience of a 62-year-old has more in common with a 55-year-old than with an 82-year-old.

What tends to be true: Health is generally stable. Options are wide open. Income may still be active or retirement is recent. Social networks intact. Cognitive function strong.

Real estate advantage: This is when you have the most choices. Mortgage qualification is more accessible. Reverse mortgage eligibility begins at 62. Planning around capital gains exclusions, step-up in basis, and estate structure is most useful while there is still time to act.

Real estate challenge: Urgency is low, so decisions get deferred. The risk is not crisis, it is drift. The window for proactive planning is open longest at this stage and tends to close without announcement.

MIDDLE-OLD | AGES 75-84

The stage for considered, unhurried choices

The Middle-Old cohort describes the stage at which patterns that were emerging earlier become concrete factors in daily life. Health variables are more present. Driving may be under evaluation. Fixed income is the full financial reality.

What tends to be true: Mobility may be changing. The home is aging alongside its occupant. Social networks may have thinned through loss or reduced mobility. The sphere is often meaningfully smaller.

Real estate advantage: Decision-making capacity is typically intact.

Equity in a long-held home is often at its peak. VA and government benefits become more relevant. A move made now, while the person can actively participate, tends to go better than one made in crisis.

Real estate challenge: Options that were available earlier may be narrowing. The emotional weight of leaving a long-held home is often significant. Procrastination here tends to push a Middle-Old decision into Old-Old circumstances, where the stakes are higher and options fewer.

OLD-OLD | AGES 85 AND ABOVE

The stage requiring the most coordination

Research showed clearly that the patterns of health, dependency, cognitive status, and social circumstance for people in their late eighties and beyond were qualitatively different from those in their seventies, not just incrementally older, but structurally different.

What tends to be true: Health and mobility limitations more likely significant. Cognitive changes may affect decision-making. Formal support from family, professionals, or care facilities is often part of the picture. The sphere has often contracted substantially.

Real estate advantage: Long-held homes often carry decades of appreciation. The step-up in basis provision becomes a central estate planning consideration. Senior living options can meaningfully expand the sphere again.

Real estate challenge: Legal and logistical complexity is highest. Questions of who has authority to act, whether a power of attorney is in place, whether a trust governs the property, all require direct attention before any real estate process begins.

None of these stages is preferable in the abstract. Each has its own advantages and constraints. The goal of this framework is not to assign a value to where you are but to help you see it clearly, because a clear picture of your actual situation is the only foundation from which a good decision can be made.

Part 1: Your Options

The full spectrum of housing paths available to seniors in Southern Oregon

The Decision Matrix: Stay, Modify, Rightsize, or Move to Care



This matrix is a planning framework, not a prescription. Individual circumstances require professional assessment.

Housing decisions for seniors are not binary. The choice is not simply "stay" or "go." There is a full spectrum of options between remaining exactly as you are and moving into a care facility, and most people land somewhere in the middle.

SECTION 1.3 | AGE IN PLACE

Aging in place means remaining in your current home as your needs change, with modifications, support services, or both added over time. For many people it is the preferred option, and in many cases it is viable for longer than people expect.

- **What makes it work:** a home that can be modified cost-effectively, access to home health support, proximity to medical care and essential services, and a realistic assessment of long-term maintenance costs.
- **What makes it fail:** stairs that cannot be addressed, bathrooms that cannot be safely modified, rural isolation that limits access to care, and maintenance costs that exceed what a fixed income can sustain.

The highest-risk zones in any home are stairs, bathrooms, lighting, and exits. A Certified Aging-in-Place Specialist (CAPS) contractor can assess your specific home and tell you what modifications are feasible and what they cost. See Part 4 for the home assessment framework and Part 5 for local resources.

SECTION 1.4 | RIGHTSIZING LOCALLY

Rightsizing means moving to a home that better fits your current and near-future needs without leaving the community you know. In most cases this means a smaller footprint, single-level living, lower maintenance, and better proximity to medical care, groceries, and services.

In Grants Pass and Josephine County, single-level homes and smaller lots are available across a range of price points. The local market is stable, which means you can plan deliberately rather than react to volatility.

Inventory in the specific configuration you need can be limited. Single-level homes in good condition near services move reliably. See Part 2 for financing

options including bridge loans if you need to buy before you sell.

SECTION 1.5 | 55+ AND ACTIVE ADULT COMMUNITIES

These are residential communities restricted by law to households where at least one member is 55 or older, governed by the Housing for Older Persons Act (HOPA). They are not assisted living. Residents live independently.

Before buying: CC&Rs govern what you can and cannot do with the property. Resale is limited to HOPA-qualified buyers, which affects your future market. HOA dues and assessments can rise. Ask for the full fee history and reserve fund status before purchasing.

SECTION 1.6 | ADU AND MULTIGENERATIONAL LIVING

An accessory dwelling unit (ADU) is a secondary living space on the same property as a primary residence. ADUs are used for multigenerational living, caregiver housing, or rental income. Josephine County has specific zoning and permitting requirements. Feasibility depends on lot size, existing structures, and zone designation. See Part 4 for ADU details and Part 5 for referral resources.

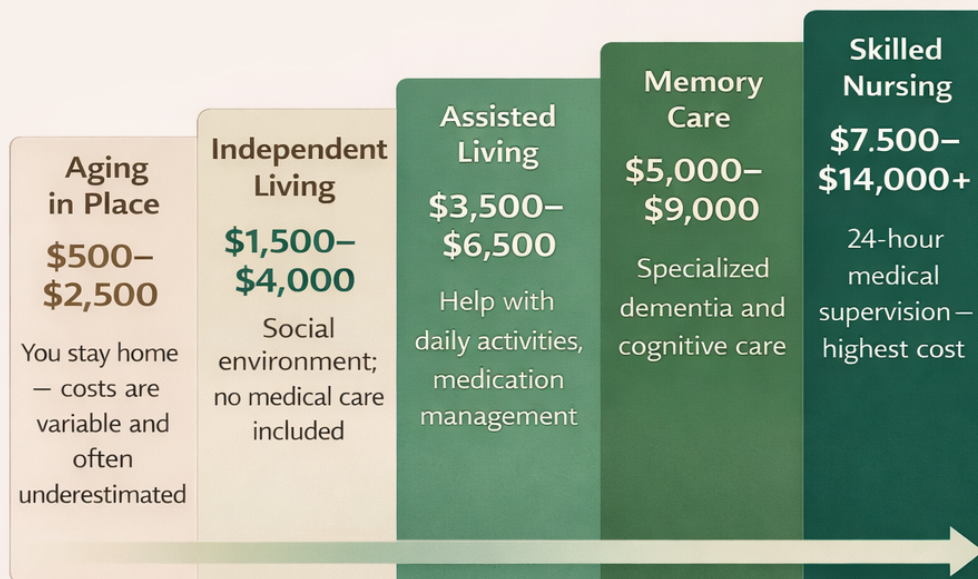
SECTION 1.7 | MOVE CLOSER TO FAMILY

Relocating to be near family is one of the most common senior housing decisions, and one of the most logistically complex. The safest move is one timed around your medical calendar, not the real estate market. Ongoing treatment schedules, specialist relationships, and caregiver availability all affect when a move is actually feasible.

SECTION 1.8 | INDEPENDENT, ASSISTED, AND MEMORY CARE

The Care Continuum Cost Spectrum

Oregon statewide averages – costs vary by facility and location.



Medicare does not cover most assisted living or custodial care costs. Long-term care insurance and Veterans benefits may offset expenses.

Bridge loans carry higher interest rates and fees than conventional mortgages. Qualification depends on equity in current home.

Independent Living

For seniors who are largely self-sufficient but want a maintenance-free environment with social amenities. No medical care is provided as standard. Monthly fee typically covers housing, meals, and amenities.

Assisted Living

For seniors who need help with activities of daily living: bathing, dressing, medication management, and mobility. The median monthly cost nationally is approximately \$4,500 for a private room. Medicare does not cover assisted living. Medicaid coverage varies by state and income qualification.

Memory Care

A specialized residential setting for seniors with Alzheimer's, dementia, or other cognitive conditions. Units are secured, staffed specifically for cognitive care, and structured around safety and routine.

Local communities in Grants Pass include Redwood Terrace, Brookdale Grants Pass, and The Suites Assisted Living. See Part 5 for the full local directory.

SECTION 1.9 | CONTINUING CARE RETIREMENT COMMUNITIES (CCRCs)

A CCRC offers multiple levels of care on a single campus. A resident can move in while fully independent and remain through assisted living and skilled nursing without changing locations. CCRCs typically require a substantial entry fee plus monthly fees. Three contract types:

- **Type A (Life Care):** Highest entry fee, but monthly fees remain relatively stable even as care needs increase.
- **Type B (Modified):** Some services included, others at a discounted rate.

- **Type C (Fee for Service):** Lower entry fee, but residents pay full market rate for any care used.

Ask about entry fee refundability before signing anything. Some contracts refund a portion to the estate at death. Others do not.

SECTION 1.10 | HECM FOR PURCHASE

A HECM for Purchase (H4P) allows a senior age 62 or older to buy a new home using a reverse mortgage combined with a down payment, with no required monthly mortgage payment on the purchased home.

Example: A senior sells a home and receives \$400,000. Rather than paying cash for a \$350,000 replacement home, they use \$175,000 as a down payment and fund the remainder with a reverse mortgage. No monthly principal or interest payment is required. The borrower must still pay property taxes, insurance, and maintenance.

See Section 2.9 for a full explanation of reverse mortgage mechanics.

SECTION 1.11 | CO-LIVING AND SHARED HOUSING

Shared housing arrangements, where two or more unrelated seniors share a residence and split costs, can make homeownership or renting financially viable on a fixed income while reducing isolation. A written housemate agreement covering expenses, responsibilities, house rules, and exit terms is essential. The National Shared Housing Resource Center maintains a directory of local programs.

SECTION 1.12 | SALE-LEASEBACK

A homeowner sells their property and simultaneously enters a lease agreement to remain in the home as a tenant. The seller receives the equity in cash while retaining occupancy. Watch carefully: lease terms, rent escalation clauses, and what happens if the new owner decides to sell. This is a significant and largely irreversible financial transaction. Independent legal and financial counsel is not

optional.

SECTION 1.13 | INCOME-QUALIFIED OPTIONS

- **Section 202 Supportive Housing for the Elderly:** For households with at least one member age 62 or older with income below 50% of area median income. Residents typically pay 30% of adjusted income toward rent. Waitlists are long.
- **Section 8 Housing Choice Vouchers:** Rental assistance usable at qualifying private properties. Apply through the local housing authority.

For current AMI limits and application information in Josephine County, see Part 5.

Part 2: Your Finances

Home equity, tax implications, financing options, reverse mortgages, veterans benefits, and costs people consistently underestimate

SECTION 2.2 | YOUR EQUITY POSITION

The Equity Equation

Home Market Value

\$485,000

—

Mortgage Balance Remaining

\$187,000

—

Estimated Selling Costs (7–9%)

\$38,000

=

Your Net Proceeds

\$260,000

Selling costs include agent commissions, title, escrow, and transfer fees. Sample figures based on Southern Oregon median home values.

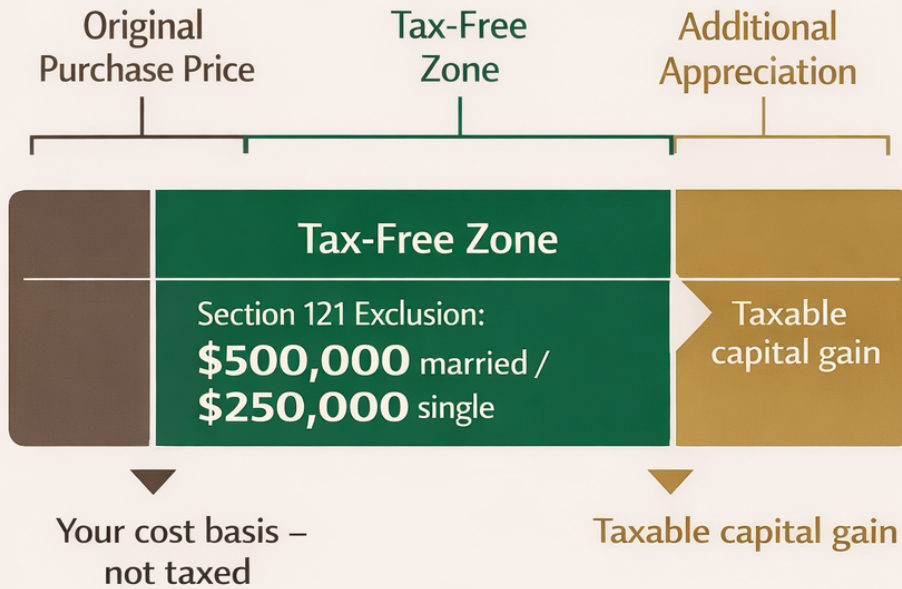
For most seniors, home equity is the largest single asset they own. In Southern Oregon, where the market has been stable and values have appreciated steadily, many homeowners are sitting on significantly more equity than they realize.

Equity is a planning tool. It can fund a safer living environment, cover home modifications, serve as a down payment on a replacement property, provide liquidity through a reverse mortgage or HELOC, or support a move to a care community. Before making any housing decision, know your number. Contact Jamie for a current market analysis at no cost or obligation.

SECTION 2.3 | CAPITAL GAINS EXCLUSION (SECTION 121)

Section 121 Exclusion:

What Gets Taxed and What Doesn't



Sample Scenario

Bought: \$180,000	Sold: \$730,000
Total gain: \$550,000	Excludable: \$500,000 (married)
\$50,000	Taxable: \$50,000

Must have owned and lived in the home as primary residence for 2 of the last 5 years. Consult a tax professional.

When you sell a primary residence, federal tax law allows you to exclude a significant portion of the gain from taxable income: \$250,000 for a single filer and \$500,000 for a married couple filing jointly.

To qualify for the full exclusion you must have owned and lived in the home as your primary residence for at least two of the five years immediately preceding the sale. The two years do not need to be consecutive.

If you do not meet the two-of-five-year requirement, a partial exclusion may still be available if the sale is due to a change in health, employment, or unforeseen circumstances. Consult a CPA or tax advisor for your specific situation.

SECTION 2.4 | STEP-UP IN BASIS

Step-Up in Basis: Sell Now vs. Transfer at Death

Sell During Your Lifetime	Heir Inherits After Death
Original purchase price	Your purchase price
Current market value \$500,000	\$130,000
Capital gain	Heir's stepped-up basis <i>(reset to date-of-death value)</i>
Est. capital gains tax (15%)	\$0
Net after tax ~\$55,500	Capital gains tax \$0
Net after tax ~\$314,500	Full value retained \$500,000

The step-up in basis resets the cost basis to fair market value at date of death. Heirs who sell immediately owe little to no capital gains tax.

Tax laws are subject to change. Consult an estate planning attorney and CPA before making decisions based on step-up provisions.

When a property owner dies, the cost basis of the property is reset to its fair market value at the date of death. For heirs, capital gains accumulated over the owner's lifetime are effectively eliminated for tax purposes.

Example: A home purchased for \$80,000 is worth \$450,000 at the owner's death. An heir who inherits and immediately sells pays capital gains tax only on appreciation above \$450,000, not on the \$370,000 gain accumulated during the owner's lifetime.

A senior considering selling a highly appreciated property may want to weigh the tax cost of selling now against the tax benefit their heirs would receive if the property transferred at death. This is a conversation for an estate planning attorney or CPA.

SECTION 2.5 | OREGON PROPERTY TAX DEFERRAL

Oregon allows qualifying seniors to postpone property taxes rather than pay them annually. Deferred taxes accrue as a lien on the property and are repaid when the home is sold, transferred, or the owner no longer uses it as a primary residence.

To qualify: age 62 or older, owned and lived in the home for at least five years, and meet household income limits. Contact the Josephine County Assessor's office to confirm current limits and begin an application.

This program is underutilized, largely because people do not know it exists. For seniors where property taxes represent a meaningful monthly burden, it can materially improve cash flow without requiring a move.

SECTION 2.6 | FINANCING ON FIXED OR RETIREMENT INCOME

Asset-Depletion Math

1 Total Eligible Assets

\$600,000

Retirement accounts, savings, investment portfolios



2 Divide by Loan Term

= 360 months

Standard 30-year mortgage = 360 monthly payments



3 Qualifying Monthly Income

\$1,667/month

Used by lender to calculate debt-to-income ratio



**You may qualify for a mortgage
— even with no W-2 income.**

Asset depletion is not available from all lenders. Terms and eligible asset types vary. Ask your loan officer.

One of the most common misconceptions in senior real estate is that a fixed or retirement income makes mortgage qualification impossible. It does not. Lenders must consider all qualifying income types: Social Security, pensions, annuities, required minimum distributions (RMDs), dividends, interest income, and rental income. Social Security income is often grossed up by 25% for qualification purposes.

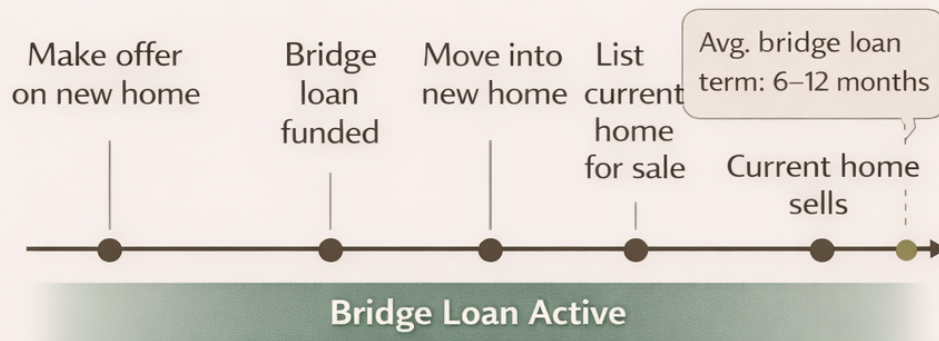
Beyond income, lenders can use **asset-depletion underwriting** for borrowers with substantial assets but limited monthly income.

Example: A borrower has \$600,000 in investable assets and a 30-year loan term (360 months). The lender divides \$600,000 by 360 and treats \$1,667 per month as qualifying income.

If you have been told you cannot qualify for a mortgage because you are retired, get a second opinion from a lender experienced in senior financing before accepting that conclusion.

SECTION 2.7 | BRIDGE FINANCING

Bridge Loan Timeline



- ✓ Buy before you sell
- ✓ No contingency needed
- ✓ Repaid at closing

Bridge loans carry higher interest rates and fees than conventional mortgages. Qualification depends on equity in current home.

A short-term loan that allows you to purchase a replacement home before your current home has sold. Bridge loans typically carry higher interest rates and are structured to be repaid when the existing home sells. A related tool is the **rent-back agreement**, where the seller closes on the sale but negotiates the right to remain as a tenant for 30 to 60 days while the next housing situation is finalized.




SECTION 2.8 | HELOC AND HOME EQUITY LOANS

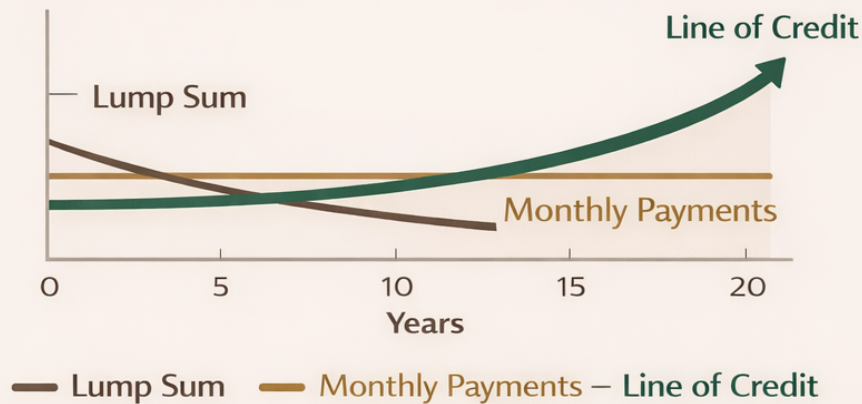
A HELOC is a revolving line of credit secured by your home. A home equity loan is a lump-sum loan. Both allow you to access equity without selling. HELOCs are useful as a liquidity tool and financial buffer but require income qualification and carry monthly payment obligations.

Important: A HELOC is debt secured by your home. If you cannot make payments, you risk foreclosure. HELOCs become unavailable once a home is listed for sale. If you are considering one as a planning tool, open it before you list.

SECTION 2.9 | REVERSE MORTGAGE (HECM)

Reverse Mortgage Payout Options Compared

<p>Lump Sum</p> 	<p>Monthly Payments</p> 	<p>Most Flexible Option</p> <p>Line of Credit</p> 
<p>Receive full available equity upfront. <i>Fixed interest rate.</i></p>	<p>Fixed payments monthly. Term or tenure options.</p>	<p>Draw as needed. Unused portion grows over time.</p>
<p>Best for</p>	<p>Best for</p>	<p>Best for</p>
<p>Large one-time needs (<i>home payoff, major repair</i>)</p>	<p>Supplementing fixed income</p>	<p>Flexibility and future-proofing</p>



Must be 62+. Home must be primary residence. Reverse mortgages are loans — they accrue interest and reduce equity.
Consult a HUD-approved counselor.

A Home Equity Conversion Mortgage (HECM) is a federally insured loan available to homeowners age 62 or older that allows them to convert home equity into cash without selling the home or making monthly mortgage payments.

HECM Key Facts	
Eligibility	Age 62+, primary residence, sufficient equity, no delinquent federal debt
Payout options	Lump sum, monthly payments, line of credit, or combination
Still responsible for	Property taxes, homeowner's insurance, and maintenance
Non-recourse protection	Neither borrower nor heirs owe more than the home is worth at time of sale
HUD counseling	Required by federal law before a HECM can be issued. Call (800) 569-4287
Heir options	Sell and repay the loan, refinance into a traditional mortgage, or deed the home to lender if balance exceeds value

The line of credit option has an important feature: the unused portion grows over time at the same rate as the loan's interest, increasing your available funds if you do not draw on them immediately.

The Consumer Financial Protection Bureau (CFPB) publishes a comprehensive reverse mortgage discussion guide at consumerfinance.gov.

SECTION 2.10 | REVERSE MORTGAGE ALTERNATIVES

- **HELOC or home equity loan:** Requires income qualification and monthly payments. Lower upfront costs than a HECM. Appropriate for borrowers with sufficient income to service the debt.

- **Cash-out refinance:** Replaces existing mortgage with a larger one. Creates a monthly payment obligation.
- **Sale-leaseback:** Full equity in cash while allowing the owner to remain as a tenant. See Section 1.12.
- **Shared appreciation agreements:** An investor provides cash in exchange for a percentage of the home's future appreciation. No monthly payments. Read the terms carefully and have an attorney review before signing.
- **Sell and rent:** Simplest option. Converts equity to liquid assets. Eliminates maintenance. Exposes you to rent increases.

SECTION 2.11 | VA AID AND ATTENDANCE

Aid and Attendance Benefit Tiers

Medicare Covers	Medicare Does NOT Cover
✓ Hospital stays (Part A – with deductibles and limits)	✗ Assisted living facilities
✓ Doctor visits and outpatient care (Part B)	✗ Long-term custodial home care (bathing, dressing, meals)
✓ Prescription drugs (Part D – with plan)	✗ Memory care facilities
✓ Short-term skilled nursing after hospitalization (up to 100 days)	✗ Most dental, vision, and hearing
✓ Some home health care (medically necessary, short-term)	✗ Permanent nursing home care beyond 100 days

This benefit is tax-free and does not require a service-connected disability. It is designed to help wartime veterans afford in-home care or assisted living.

Eligibility requires: **wartime service period**, medical need for **daily** assistance, and **income/asset limitations**.

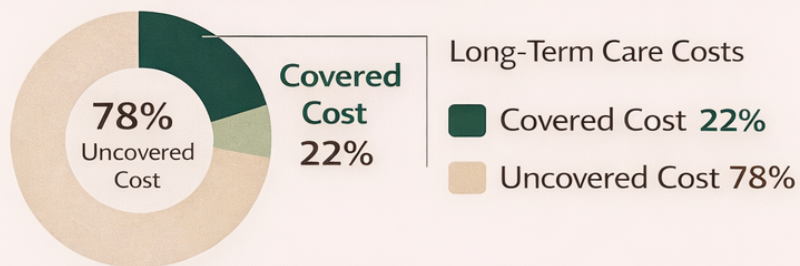
Benefit amounts are approximate and adjusted periodically. Contact the VA or an accredited VA claims agent for current figures and eligibility requirements.

A VA benefit providing monthly financial assistance to eligible veterans and surviving spouses who require help with daily living activities. As of 2024, the maximum monthly benefit is approximately \$2,300 for a veteran, \$1,478 for a surviving spouse, and \$2,727 for a veteran with a dependent spouse.

Applications are filed through the VA. **Josephine County Veterans Services can assist with the application at no cost.** See Part 5 for contact information.

SECTION 2.12 | LONG-TERM CARE INSURANCE

What Medicare Covers (and What It Doesn't)



Medicare Covers

- ✓ Hospital stays (Part A — with deductibles and limits)
- ✓ Doctor visits and outpatient care (Part B)
- ✓ Prescription drugs (Part D — with plan)
- ✓ Short-term skilled nursing after hospitalization (up to 100 days)
- ✓ Some home health care (medically necessary, short-term)

Medicare Does NOT Cover

- ✗ Assisted living facilities
- ✗ Long-term custodial home care (bathing, dressing, meals)
- ✗ Memory care facilities
- ✗ Most dental, vision, and hearing
- ✗ Permanent nursing home care beyond 100 days

Most seniors will need long-term care at some point.
The average stay in a care facility is 2.5 years.
Medicare won't pay for it.

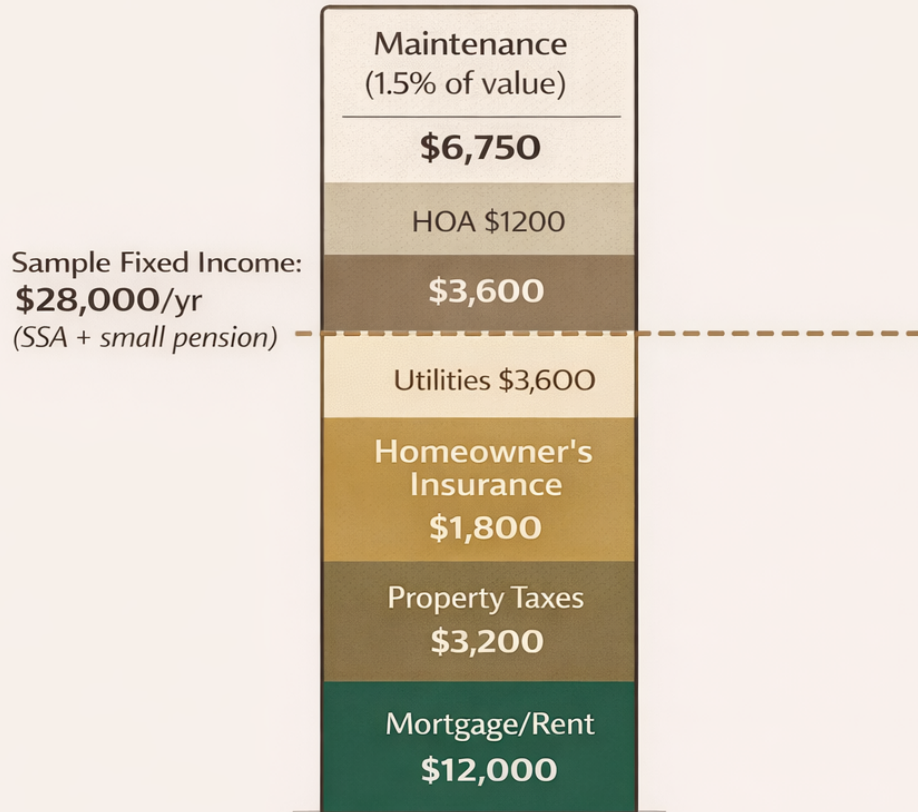
Medicare coverage rules are complex and subject to change. Contact Medicare.gov or a licensed benefits counselor for current details.

If you carry a long-term care insurance policy, confirm: the elimination period (typically 30 to 90 days), the daily or monthly benefit limit, whether the policy covers home care as well as facility care, how benefits are triggered, and whether the policy has an inflation rider. A policy with strong home care coverage may extend the viability of aging in place significantly.

SECTION 2.13 | HOLDING COSTS AND FIXED-INCOME STRESS TESTING

The Real Cost of Staying: Fixed-Income Stress Test

\$28,550/yr



Maintenance alone averages 1–2% of home value per year — often the most underestimated cost.

Sample figures. Actual costs vary by property, location, and individual circumstances.

Staying in a home is not free, and the costs are not static. A reasonable rule of thumb for annual maintenance on an older home is 1% to 2% of the home's value per year. On a \$350,000 home, that is \$3,500 to \$7,000 annually in addition to all other carrying costs.

The honest question: At your current income and asset level, can you sustain full homeownership costs for five more years? Ten? What happens if one significant repair is needed in year two? If the answer is uncertain, that is not a reason to panic. It is a reason to plan.

Part 3: Your Legal Picture

Trusts, powers of attorney, probate, guardianship, and protecting against fraud

The legal structures covered in this section are most commonly needed in Middle-Old and Old-Old situations. But the time to establish them is earlier, while the principal has full legal capacity. The cost of establishing a durable power of attorney before a crisis is a few hundred dollars and an afternoon. The cost of not having one when a crisis arrives is significantly higher in every dimension.

SECTION 3.2 | WHO CAN LEGALLY SIGN

Property Title Types and What Happens at Death

Sole Ownership	Joint Tenancy	Tenancy in Common	Trust Ownership
One person owns outright	Equal shares with right of survivorship	Shares can be unequal; no survivorship right	Held by a trust; owner is trustee/beneficiary
What it means	Goes through probate — slow and public	Married couples wanting simple transfer	Anyone wanting privacy, speed, probate avoidance
At death	Goes through probate — slow and public	Married couples wanting simple transfer	Married couples wanting simple transfer
Best for	Single owner with a will and no complexity	Married couples wanting simple transfer	Investment partners or blended family
Key risk	Probate delay (3-12+ months in Oregon)	All owners must agree to sell	Anyone wanting privacy — speed, trusts don't work

Most home falls are preventable. Grab bars, lighting, and pathway clearing are the highest-ROI safety investments.

Oregon law governs title and probate rules. Consult a real estate attorney before changing how title is held.

Before any real estate transaction can move forward, one question must be answered: who has the legal authority to sign? The answer depends on how the property is titled.

Ownership Type	Who Signs	What Happens at Death
Sole ownership	That person signs	Passes through probate
Joint tenancy with right of survivorship	All owners must sign	Passes automatically to surviving owner, no probate
Tenancy in common	All owners must sign to sell entire property	Each owner's share passes through their estate
Trust ownership	The trustee signs on behalf of the trust	No probate required

To find out how your property is titled, look at your deed. If you cannot locate it, the Josephine County Assessor's office can provide a copy.

SECTION 3.3 | POWER OF ATTORNEY

POA vs. Guardianship: Cost and Complexity Compared

	Durable Power of Attorney Done proactively while you have capacity	Court-Ordered Guardianship Happens when no POA exists
Cost	\$300–\$800 (one-time attorney fee)	\$3,000–\$10,000+ in legal and court fees
Time to establish	Days to weeks	3–6 months minimum
Court involvement	None	Ongoing — annual accountings required
Your control	You choose your agent and their powers	Court appoints guardian — may not be your choice
Privacy	Private document	Public court record
Emotional toll	Low — handled calmly in advance	High — family stress, legal conflict, crisis conditions

A Durable POA costs less than one hour of guardianship legal fees. It's the most cost-effective document in estate planning.

Oregon requires the POA to be signed while the person has legal capacity. Once capacity is lost, a POA can no longer be executed.

A power of attorney (POA) authorizes one person to act on behalf of another in legal and financial matters. Not all POAs are equal.

- **Durable POA:** Remains in effect even if the principal becomes incapacitated. This is the type required for real estate transactions.
- **Springing POA:** Takes effect only upon a triggering event, typically a physician's certification of incapacity.
- **General vs. limited POA:** General grants broad authority. Limited grants authority only for specific transactions or time periods.

If no POA exists and a family member is no longer able to manage their own affairs, the alternative is guardianship or conservatorship, which requires court involvement and is significantly more time-consuming and expensive.

SECTION 3.4 | TRUST SALES

When a property held in trust is sold, the trustee signs on behalf of the trust. The sale does not go through probate. The trustee must provide a trust certification confirming the trust exists, identifying the trustee, and describing the trustee's authority. Title companies require this before insuring the transaction. The full trust document is generally not required and should not be shared unnecessarily.

SECTION 3.5 | PROBATE SALES

Probate is the court-supervised process of administering a deceased person's estate. A straightforward probate in Oregon can take six months to a year. If you are a personal representative trying to sell a property, you need letters testamentary or letters of administration from the court before you can sign a listing agreement or a sale contract.

SECTION 3.6 | GUARDIANSHIP AND CONSERVATORSHIP

- **Guardianship:** Gives the appointed guardian authority over personal decisions, including where the person lives.
- **Conservatorship:** Gives authority over financial decisions, including real estate transactions.

Both require a court petition, a hearing, and ongoing reporting obligations. If guardianship or conservatorship is already in place, the guardian or conservator may need court approval before selling real estate. Confirm with an attorney before listing the property.

SECTION 3.7 | CAPACITY AND UNDUE INFLUENCE

Legal capacity is the ability to understand the nature and consequences of a transaction. A transaction signed by someone who lacked capacity at the time of signing can be challenged and potentially voided.

Undue influence occurs when someone in a position of trust uses that position to pressure or manipulate an older adult into a transaction that benefits the influencer. It does not require force. Isolation, emotional pressure, and information control are common mechanisms.

Red flags: inconsistent or contradictory instructions, a family member who speaks for the senior and limits direct communication, sudden changes in transaction terms that benefit a third party, unusual urgency, or a senior who seems fearful or deferential in ways that appear out of character. If any of these are present, slow down and consult an attorney before proceeding.

SECTION 3.8 | PROTECTING AGAINST ELDER FINANCIAL FRAUD

Scheme	How It Works
Deed theft	A fraudulent deed is recorded transferring ownership without the owner's knowledge or consent
Equity skimming	A buyer acquires the property under false pretenses and extracts the equity
Contractor fraud	Door-to-door solicitation for substandard or never-completed repairs; sometimes an unauthorized lien is placed
Wire fraud	A fraudulent email redirects closing funds to a criminal's account. Once wired, funds are almost never recovered
Reverse mortgage scams	A third party directs HECM proceeds to themselves rather than the homeowner

How to protect yourself: Never wire funds without verbally confirming wiring instructions by phone using a number you have independently verified. Be skeptical of unsolicited offers to buy your home. Do not sign documents you have not read and understood. If something feels wrong, stop and ask questions before proceeding.

SECTION 3.9 | WHEN TO CALL AN ELDER LAW ATTORNEY

Involve an elder law attorney when: a property is held in a trust and you are unsure of the trustee's authority, a POA exists and you need to confirm its validity, a probate is involved, there are questions about capacity or undue influence, or Medicaid eligibility is relevant to a housing decision.

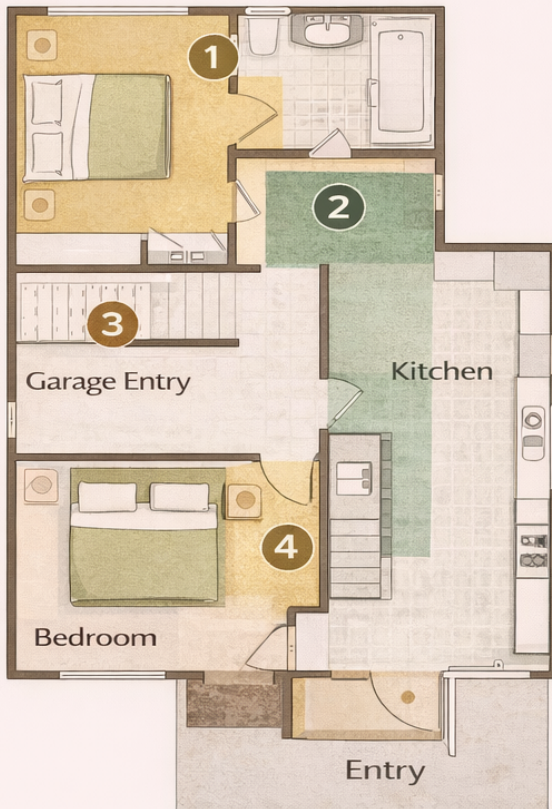
Legal resources in Josephine County: Legal Aid Services of Oregon (income-qualifying clients), Josephine County Bar Association, and the Oregon State Bar Lawyer Referral Service. See Part 5 for contact information.

Part 4: Your Home

Home assessment, modifications, technology for independence, and knowing when staying stops being safe

SECTION 4.2 | HONEST HOME ASSESSMENT

The Highest-Risk Zones in a Home



High-Risk Zones

- 1 Bathroom**
Wet surfaces, tight space, middle-of-night use - highest risk
- 2 Bedroom-to-Bathroom Path**
Most falls happen at night on this route.
- 3 Stairs (if present)**
Second leading cause of fall-related injury
- 4 Entry (Threshold)**
Uneven surfaces, weather, poor lighting
- 5 Kitchen**
Reaching overhead, wet floors, rushing

Most home falls are preventable. Grab bars, lighting, and pathway clearing are the highest-ROI safety invests-

Fall-related injuries are the leading cause of injury death among adults 65+. Source: CDC.

Before investing in modifications or committing to age in place, assess your home against the criteria that actually matter.

Entry and Exterior

- Are there steps at the primary entrance? Is a no-step entry possible?
- Is the path from the driveway clear, well-lit, and stable?
- Are exits clear and accessible from all parts of the home?
- Wildfire risk: Is the property defensible? (Josephine County specific)

Interior Circulation

- Are all primary living areas on the first floor or accessible without stairs?
- Are hallways and doorways wide enough for a walker or wheelchair? Standard accessibility requires 36 inches. Most older homes have 32-inch doors.
- Are there raised transitions between rooms that present a trip hazard?

Bathroom (Highest Risk Area)

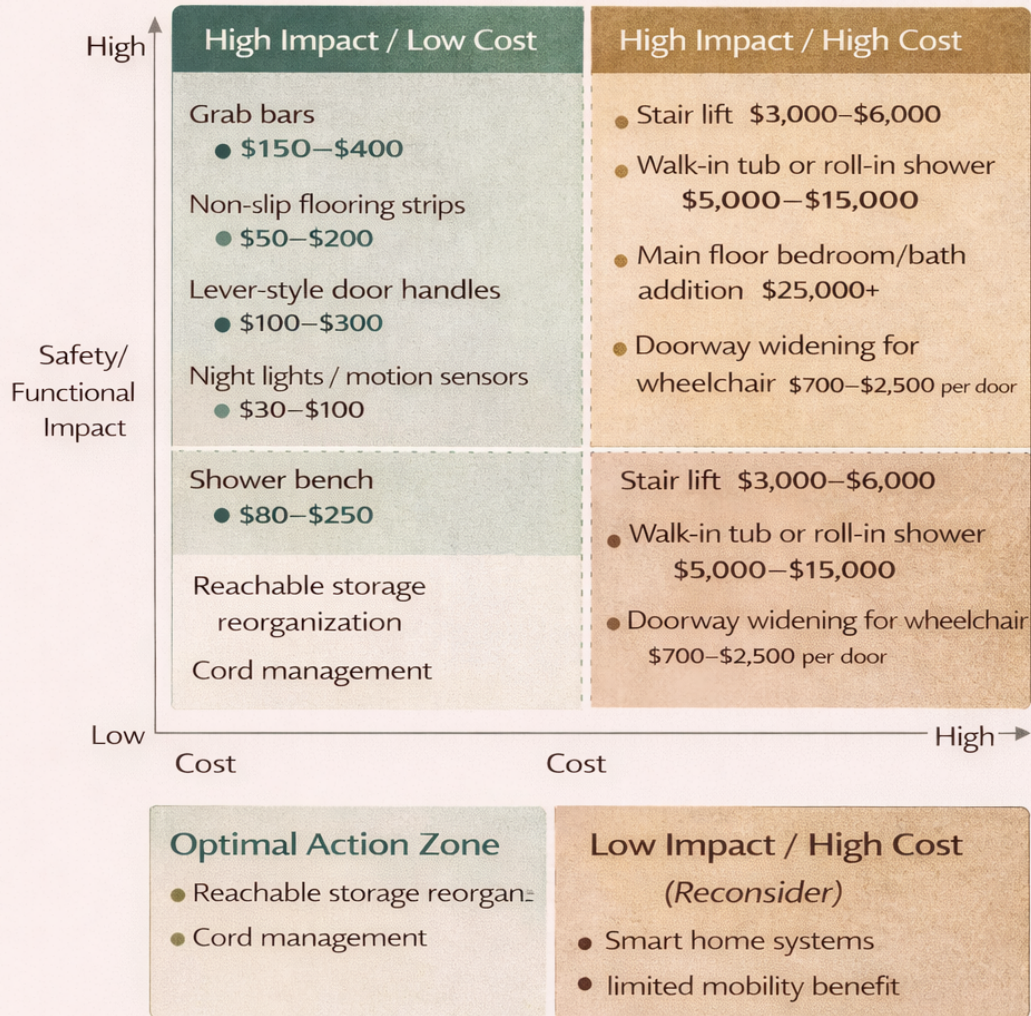
- Is there a grab bar at the toilet and in the shower or tub?
- Is the shower curbless, or does it require stepping over a tub wall?
- Comfort-height toilet: 17 to 19 inches vs. standard 15 inches
- Are flooring surfaces non-slip when wet?

Lighting and Safety Systems

- Is lighting adequate in stairways, hallways, and the bedroom-to-bathroom path at night?
- Are smoke and carbon monoxide detectors present and functional?
- Is there a medical alert system or a plan for what happens if the occupant falls?

SECTION 4.3 | MODIFICATIONS THAT MAKE THE BIGGEST DIFFERENCE

Modification Cost vs. Impact Matrix



Installation costs vary by contractor and region. Some modifications may qualify for tax deductions as medical expenses – consult a CPA.

Modification	Impact	Approximate Cost
Grab bars at toilet and shower	Addresses the highest-risk area in the home	\$150-\$300 per bar installed
Curbless shower conversion	Eliminates step-over tub risk	\$3,000-\$10,000
No-step entry / ramp	Eliminates fall risk at entry	\$1,000-\$15,000 depending on scope
Stair lift	Extends viability of multi-level home	\$3,000-\$6,000 (straight stair)
Widened doorways to 36"	Accommodates walker or wheelchair	\$300-\$1,000 per doorway
Lever door handles	Operable with closed fist; critical for arthritis	Under \$50 per door in materials
Motion-activated lighting	One of the lowest-cost, highest-impact changes	\$20-\$50 per fixture

A Certified Aging-in-Place Specialist (CAPS) assessment typically costs \$300 to \$600 and produces a prioritized modification plan specific to your home and your needs. It is worth the investment before committing to any significant modification project. See Part 5 for how to find a CAPS contractor in Southern Oregon.

SECTION 4.4 | ADUS AND CAREGIVER SUITES

In Josephine County, ADUs are permitted in most residential zones but subject to specific requirements including setbacks, lot coverage limits, owner-occupancy requirements in some zones, and utility connection standards. Permitting is required. Unpermitted ADUs create title and lending complications.

- New detached ADU: \$150,000 to \$300,000+
- Garage conversion or interior conversion: \$50,000 to \$150,000

Before investing, confirm with the Josephine County Planning Department: whether your zone allows an ADU, size and setback requirements, and utility connection requirements.

SECTION 4.5 | HOME TECHNOLOGY FOR INDEPENDENCE

- **Medical alert systems:** Wearable devices, some with fall detection. Monthly monitoring typically \$25 to \$50.
- **Passive fall detection:** Motion sensors that detect unusual patterns and alert a designated contact. No wearable required.
- **Medication management:** Automated dispensers that organize, remind, and lock out already-taken doses.
- **Smart home features:** Voice-controlled thermostats, video doorbells, motion-activated lighting, remote monitoring without intrusive cameras.
- **Telehealth readiness:** Requires reliable broadband. Broadband availability varies in rural Josephine County. Confirm your service level before relying on telehealth as a primary care access point.

SECTION 4.6 | WHEN AGING IN PLACE STOPS BEING SAFE

This is the section most people skip and the one most worth reading.

Aging in place is the right choice for many seniors for many years. It is not the right choice indefinitely for everyone. The following criteria warrant a serious reassessment:

- **Falls:** A single fall resulting in injury is a significant warning sign. Multiple falls indicate that modifications alone may not be enough.
- **Cognitive changes:** Getting lost in a familiar neighborhood, leaving the stove on, missing medications. Physical modifications cannot mitigate these risks.
- **Isolation:** A senior who has stopped driving, whose social connections have narrowed, and who has limited access to services is carrying documented health risk. This is also the point at which a senior living community can

actually expand the sphere back outward.

- **Caregiver capacity:** When the informal support system is stretched beyond its capacity, the arrangement becomes unstable. The needs of the caregiver are a legitimate factor.
- **Financial sustainability:** A home that is financially unsustainable is not a safe place to age. See Section 2.13.

An occupational therapist or a geriatric care manager, also called an Aging Life Care Professional, can conduct a formal home safety assessment and provide an objective recommendation before a family is forced into a crisis decision. See Part 5 for referral resources.

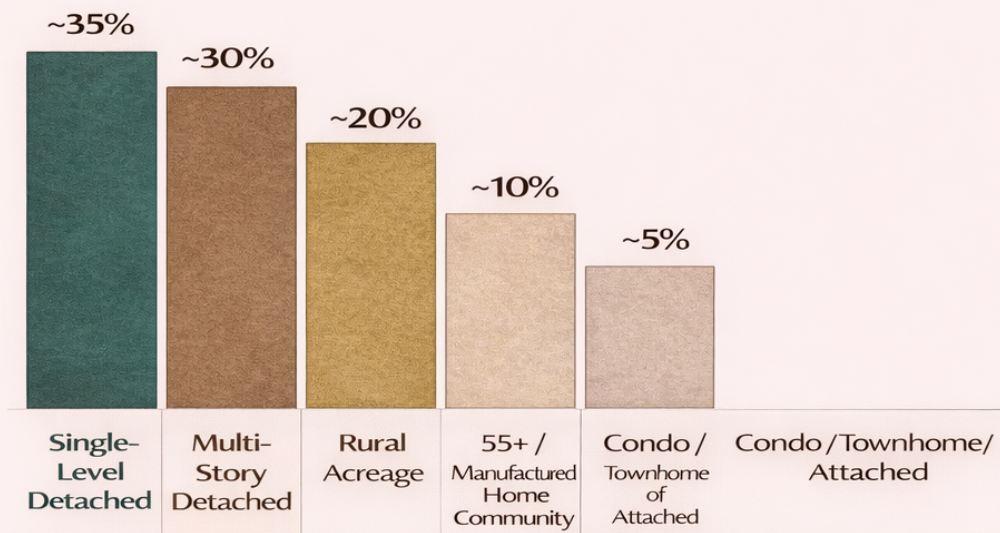
Part 5: Your Local Resources

Organizations, professionals, and services for seniors and families in Grants Pass and Josephine County

This directory is updated annually. If you find outdated information, contact Jamie directly. The professionals and organizations listed here are provided as a resource, not an endorsement.

SECTION 5.2 | SENIOR LIVING COMMUNITIES

Josephine County Housing Inventory by Type



Most sought-after for aging in place — limited supply, **competitive pricing**

Often underpriced vs. single story — unsuitable for **reduced mobility**

High ownership pride, high maintenance burden — transfer planning often delayed

Limited availability in Josephine County — land lease vs. **ownership matters**

A Durable POA costs less than one hour of guardianship legal fees. It's the most cost-effective document in estate planning.

Distribution estimates based on local MLS data and county assessor records.
Percentages are approximate and subject to market conditions.

There are more than 40 senior living options in and around Grants Pass, from adult foster homes to full continuing care retirement campuses. The most reliable sources:

Resource	What It Covers	Contact
Oregon Dept. of Human Services, Aging and People with Disabilities	Official state database of all licensed facilities. Most current and trustworthy source.	oregon.gov/dhs/APD (800) 282-8096
SeniorGuidance.org	Assisted living, independent living, memory care, nursing homes, CCRCs in the Grants Pass area	seniorguidance.org
SeniorHousingNet.com	Searchable by care type including 55+ communities and low-income affordable options	seniorhousingnet.com

Questions to ask any community: What is included in the base monthly fee? What triggers additional charges? What is the process when care needs increase? What happens if a resident outlives their assets? What are the staffing ratios on evenings and weekends?

SECTION 5.3 | HOME HEALTH AND IN-HOME SUPPORT

Organization	Services	Phone
Asante Home Care	Skilled nursing, physical therapy, occupational therapy, speech therapy, home health aide	(541) 789-4662
Providence Home Health	Skilled nursing, therapy, and aide support	(541) 472-7716
Meals on Wheels (Jackson and Josephine Counties)	Meal delivery and wellness checks for homebound seniors	(541) 779-2291

For non-medical in-home support, contact RVCOG Senior and Disability Services for vetted local provider referrals.

SECTION 5.4 | BENEFITS, VETERANS, AND FINANCIAL ASSISTANCE

Organization	Services	Contact
RVCOG Senior and Disability Services	Area Agency on Aging: care coordination, benefits navigation, caregiver support. Best first call for families who are not sure where to start.	(541) 664-6674 rvcog.org
Josephine County Veterans Services	VA benefits, Aid and Attendance, pension. Free. Located at the Courthouse, Grants Pass.	(541) 474-5454
SHIP (Medicare Counseling)	Free, unbiased Medicare, Medicare Advantage, Medigap, and Part D counseling	(800) 722-4134
Oregon Property Tax Deferral	Defer property taxes for qualifying seniors age 62+	Josephine County Assessor: (541) 474-5154
Section 202 and Section 8 Housing	Income-qualified senior housing assistance	Housing Authority of Jackson County: (541) 779-5785 hajc.net

SECTION 5.5 | LEGAL AND FINANCIAL PROFESSIONALS

Organization	Services	Contact
Legal Aid Services of Oregon, Grants Pass	Free civil legal assistance for income-qualifying residents. Elder law, housing, benefits, consumer protection.	(541) 476-1701
Josephine County Bar Association	Attorney referrals for estate planning, elder law, probate, real estate	(541) 476-6534
Oregon State Bar Lawyer Referral Service	Statewide referral for licensed Oregon attorneys. Initial consultations at reduced fee.	(503) 684-3763 osbar.org
HUD-Approved HECM Counselors	Required before any reverse mortgage proceeds. Phone or in-person.	(800) 569-4287 hud.gov/counsel
Consumer Financial Protection Bureau	Objective guides on reverse mortgages and elder financial protection	consumerfinance.gov

SECTION 5.6 | COMMUNITY AND SOCIAL

Organization	Services	Phone
Grants Pass Senior Resource Center	Activities, information, and connections to community services	(541) 474-5440
Grants Pass YMCA Active Older Adults	Fitness and social programming for older adults	(541) 955-9622
RSVP (Retired Senior Volunteer Program)	Volunteer opportunities for seniors 55+. Contact through RVCOG.	(541) 664-6674
Options for Southern Oregon	Mental health services, crisis services for older adults	(541) 476-2373 Crisis: (541) 779-4357

SECTION 5.7 | HOME MODIFICATION AND SAFETY

To find a CAPS-certified contractor in Southern Oregon: nahb.org/caps. When hiring any contractor for home modification: get at least three written bids, verify licensure with the Oregon Construction Contractors Board, check references, and do not pay more than 10% or \$1,000, whichever is less, as a deposit before work begins. Door-to-door solicitation for home repair is a common vector for contractor fraud.

Organization	Phone	Website
Oregon Construction Contractors Board	(503) 378-4621	ccb.oregon.gov

SECTION 5.8 | MOVE MANAGEMENT

A senior move manager specializes in helping older adults plan and execute a move, including sorting, downsizing, packing, unpacking, and setting up the new home. This goes significantly beyond standard moving companies.

The National Association of Senior Move Managers (NASMM) maintains a directory of certified members at nasmm.org. Search by zip code to find

providers serving Josephine County.

SECTION 5.9 | TRANSPORTATION

Organization	Services	Contact
Josephine County Transportation (JCTD)	Public transit and paratransit for seniors and people with disabilities. Eligibility determination required for paratransit.	(541) 476-4701
RVCOG Transportation Assistance	Transportation coordination through senior services	(541) 664-6674

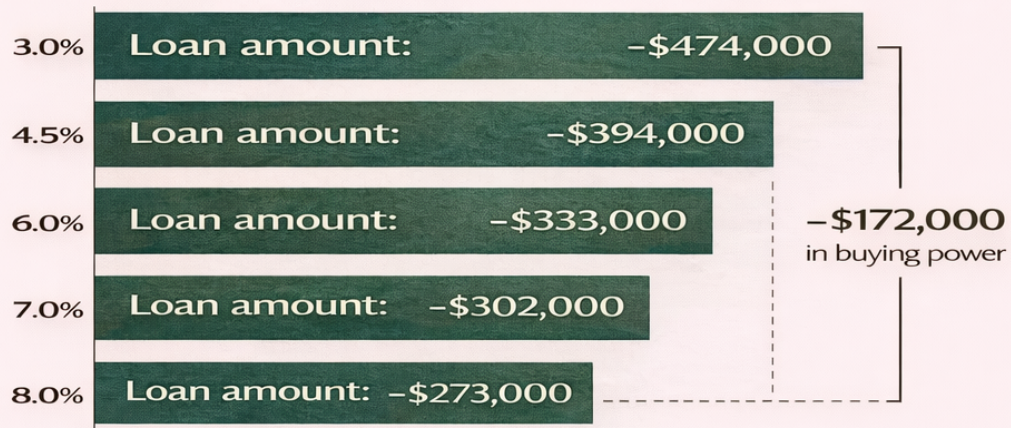
For seniors in rural areas of Josephine County, transportation is one of the most significant practical constraints on aging in place. Confirm what services reach your specific location before assuming this resource applies.

SECTION 5.10 | CRISIS AND MENTAL HEALTH

Resource	Contact
Oregon 988 Suicide and Crisis Lifeline	Dial or text 988 from any phone. 24/7.
Adult Protective Services, Josephine County	(541) 474-5364 Oregon statewide: (855) 503-7233. Reports can be made anonymously.
Oregon Dept. of Justice, Elder Fraud	(877) 877-9392 doj.state.or.us

How Interest Rates Affect **Buying Power**


Fixed at a payment **\$2,000*** (no example, 30-year term)



The rate isn't just a number — it determines what you can afford to buy. A 1% rate increase reduces buying power by roughly 10%.

Calculations assume 30-year fixed-rate mortgage, principal and interest only. Taxes, insurance, and PMI not included.

Assessed Value vs. Market Value vs. Appraised Value

Assessed Value	Market Value	Appraised Value
		
Set by County Tax Assessor	Buyers and sellers in open market	Licensed appraiser hired by lender
The value used to calculate your annual property tax bill — often lower than market value	What a willing buyer will actually pay — the most current measure of value	An independent professional estimate — used by lenders to limit loan exposure
\$285,000	\$465,000	\$455,000
Tax office	Who uses it: Buyers, sellers, agents	Who uses it: Mortgage lenders

These three numbers are almost never the same. Confusing them is one of the most common mistakes sellers make when pricing a home.

Oregon assessed values are subject to Measure 50 limits and may be substantially below current market value.

How Appraisals Work and Why They Matter



What an Appraisal Is

A licensed appraiser determines the property's **fair** market value based on recent **comparable sales**. The lender — not the buyer or seller — orders the appraisal.

The appraisal protects the **lender**. It is not a **guarantee of value** for the buyer or seller.

What Happens When It Comes In Low

Sale price agreed: **\$490,000**

Appraised value: **\$465,000**

Gap: **-\$25,000**



Renegotiate price

Seller reduces to appraised value



Buyer pays the gap

Buyer covers difference in cash



Split the difference

Both parties share the gap



Walk away

Buyer exercises appraisal contingency

What Buyers and Sellers Should Know

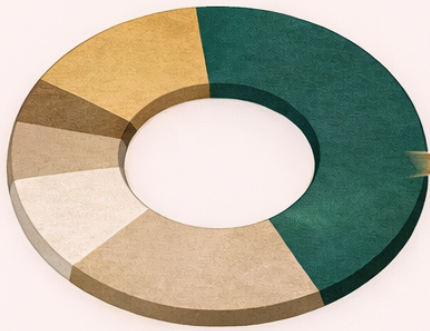
- **Sellers:** Overpricing increases appraisal risk. Price to the market, not your hopes.
- **Buyers:** Build an appraisal **contingency** into your offer unless you can cover a gap **in cash**.
- **Both:** A low appraisal is **not a deal-killer** — it's a renegotiation trigger.



Appraisal outcomes depend on local comparable sales. In fast-moving markets, appraisals can lag behind actual prices.

Sample figures only. Your net depends on your specific loan balance, negotiated terms, and local tax obligations.

What Closing Costs Actually Include



• Agent Commissions	~\$13,500
• Title Insurance	~\$1,800
• Escrow / Closing Fees	~\$1,500
• Prorated Property Taxes	~\$1,200
• Inspection Repairs / Credits	~\$1,000
• Transfer Taxes / Recording	~\$600

\$450,000 sale price
 Total estimated closing costs:
 ~\$19,600 (approx. 4.4% of sale price)

Agent commissions are the largest single closing cost – and the most negotiable.

Closing costs vary by transaction, lender, and negotiated terms. Request a net proceeds estimate before listing.

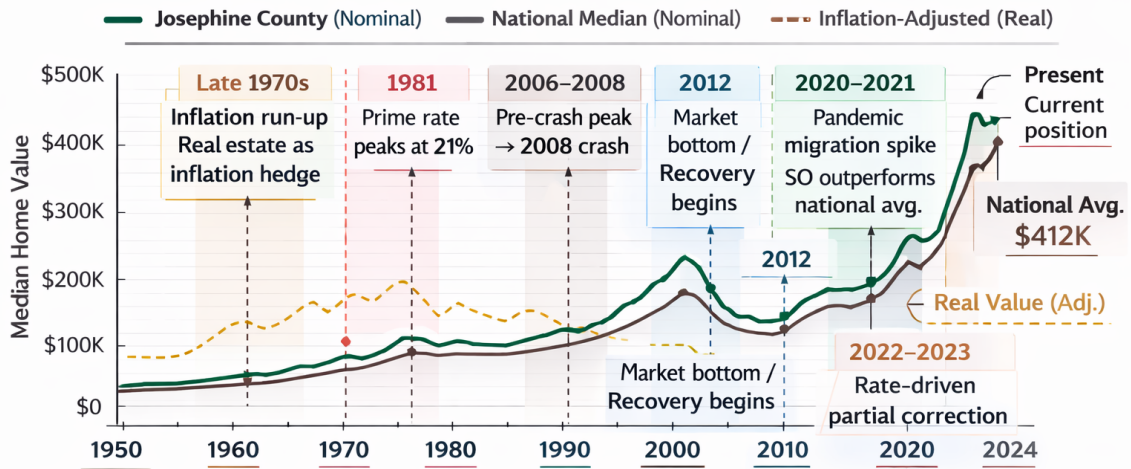
Net Proceeds Calculator: From List Price

		Running Balance
Sale Price	\$500,000	\$500,000
• Agent Commission (5-6%)	~\$27,500	-\$472,500
• Escrow / Closing Fees	~\$15,000	-\$305,000
• Title & Escrow Fees	~\$3,200	-\$301,800
• Prorated Property Taxes	~\$1,400	-\$301,300
• Inspection Repairs / Credits	~\$2,500	-\$208,900
= Your Net Proceeds	\$300,400	

Every dollar in repairs, credits, or concessions reduces your net. Know your number before you negotiate.

Sample figures only. Your net depends on your specific loan balance, negotiated terms, and local tax obligations.

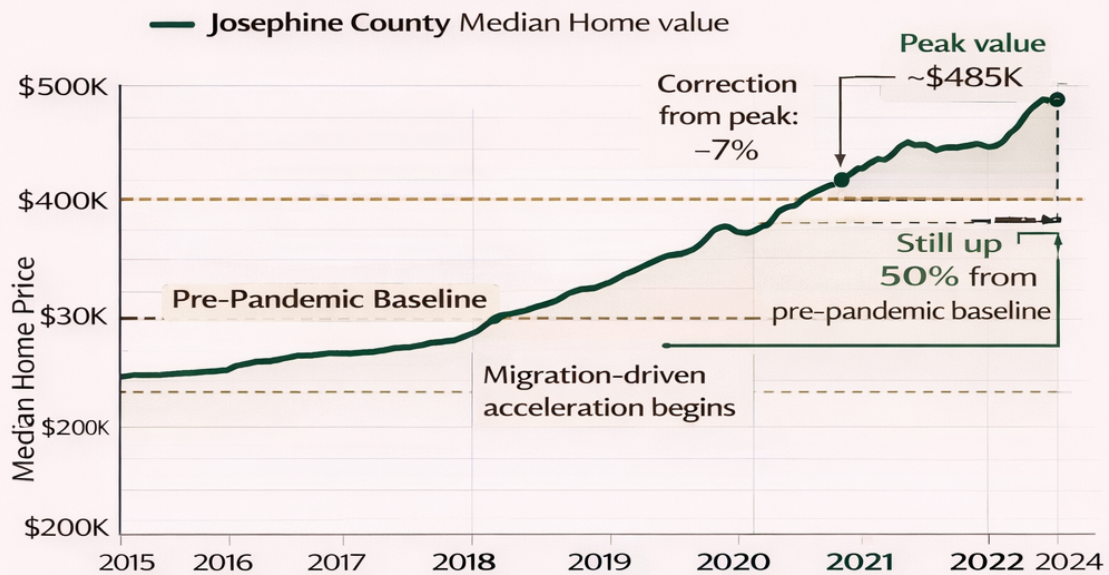
Josephine County Home Values: 1950 to Now



Southern Oregon outperformed the national average during the 2020–2021 migration wave. That gap has partially compressed – but not fully reversed.

Historical data sourced from FHFA, NAR, and local MLS records. Pre 1980 figures are estimates. Inflation-adjustment uses CPI.

Josephine County Home Values: 2019 to Now



The correction made headlines. The gains didn't disappear.
Current values remain significantly above 2019 levels.

The correction made headlines. The gains didn't disappear.
Current values remain significantly above 2019 levels.

Median price data from Josephine County MLS. Figures represent single-family residential.
Charts are for illustrative purposes.

Part 6: Your Next Step

Self-assessment, personalized planning, and how to get started

SECTION 6.1 | SELF-ASSESSMENT WORKSHEET

The Cost of Waiting: Price + Rate Combined Effect

Then (2021)	Now	Wait	Wait more
Home Price: \$320,000	Home Price: \$430,000	Home Price: \$430,000	Home Price: \$460,000
Interest Rate: 3.0%	Interest Rate: 7.0%	Interest Rate: 7.0%	Interest Rate: 6.0%
Monthly P&I: -\$1,349	Monthly P&I: -\$2,861	Monthly P&I: -\$1,029,960	Monthly Cost -\$993,080
Total 30-Year Cost -\$485,640	Total 30-Year Cost -\$485,640	Total 30-Year Cost -\$485,640	Total 30-Year Cost -\$485,640
	+\$1,512/mo	+\$544,320 over 30 years	

Waiting for prices to drop while rates stay elevated rarely saves money. Do the math on your actual scenario.

Sample projections only. Rates and prices fluctuate. Consult a lender for a personalized analysis.

These questions are designed to help you organize your thinking before a conversation with a real estate professional, an attorney, a financial advisor, or a family member. There are no right answers. The value is in the clarity that comes from writing them down.

Question 1: What is changing?

Describe what has shifted or what you anticipate shifting. A health condition, a mobility change, a loss, a home that is becoming difficult to maintain, or simply a growing awareness that the current situation will not work indefinitely.

Your notes here...

Question 2: What are your goals?

What does a good outcome look like? "Stay in my home safely for five more years" is more useful than "stay home." "Move closer to my daughter in Medford before winter" is more useful than "be near family."

Your notes here...

Question 3: What does your home help, and what does it hinder?

List the features of your current home that support your goals and the features that work against them. Consider stairs, bathroom configuration, location, maintenance demands, and proximity to services.

Your notes here...

Question 4: What is your financial picture?

Approximate answers are enough to start. What is your home roughly worth? What do you owe on it? What are your primary income sources? Do you have savings beyond the home? Do you carry long-term care insurance?

Your notes here...

Question 5: Who has legal authority to act?

Is the property in your name alone, jointly owned, or held in a trust? Is there a power of attorney in place? If so, is it durable?

Your notes here...

Question 6: What is your timeline?

Is there urgency, or are you planning ahead? Is there a specific event driving the timeline, such as a medical situation, a lease ending, or a family member's availability?

Your notes here...

Question 7: What does your support system look like?

Who is involved in this decision or available to help? Are family members local or at a distance? Is there a caregiver, a fiduciary, or a close friend who should be part of the conversation?

Your notes here...

SECTION 6.2 | WHAT A PERSONALIZED ROADMAP LOOKS LIKE

How a Real Estate Transaction Actually Works



Typical Oregon Transaction: 30–45 days from mutual acceptance to close

Timelines and contingency periods vary by contract. Cash transactions close faster. Always read your agreement.

This document gives you the landscape. A personalized roadmap gives you a route. A personalized Senior Housing Roadmap prepared for your specific situation includes:

- **Your recommended housing paths** based on your goals, your home, and your financial picture. Not every option, but the ones that actually fit.
- **Your equity analysis** based on a current market assessment. What your

home would likely sell for today, what you would net after costs, and what that number makes possible.

- **Your timing guidance** based on your timeline, your tax situation, and the local market.
- **Your safety and feasibility notes** specific to your home.
- **Your matched local resources** drawn from Part 5 and tailored to your situation.

This is prepared at no cost and with no obligation. It is not a sales pitch. It is the work.

SECTION 6.3 | WORKING WITH JAMIE

Net Proceeds Calculator: From List Price to What You Walk Away With

		Running Balance
Sale Price	\$500,000	– \$500,000
– Agent Commission (5–6%)	–\$27,500	– \$472,500
– Mortgage Payoff	–\$165,000	– \$305,000
– Title & Escrow Fees	–\$3,200	– \$301,800
– Prorated Property Taxes	–\$1,400	– \$300,400
– Inspection Repairs / Credits	–\$2,500	– \$298,900
= Your Net Proceeds	\$300,400	

Every dollar in repairs, credits, or concessions reduces your net. Know your number before you negotiate.

Sample figures only. Your net depends on your specific loan balance, negotiated terms, and local tax obligations.

Working with Jamie does not begin with a listing agreement. It begins with a conversation.

Step	What Happens
1. Initial conversation	A phone call or in-person meeting, typically 30 to 60 minutes. No preparation required beyond Section 6.1. The goal is to understand your situation clearly before offering any recommendations.
2. Personalized Roadmap	Based on the initial conversation, Jamie prepares a written personalized roadmap specific to your situation. Delivered at no cost.
3. Review and questions	A second conversation to walk through the roadmap, answer questions, and adjust based on anything that was missed or has changed.
4. Decide how to proceed	Some clients move forward with a transaction. Some decide to wait. Some need to be connected to an attorney or contractor first. All are legitimate outcomes. The goal is the right decision for your situation, on your timeline.

Glossary

ADU (Accessory Dwelling Unit)

A secondary living space on the same property as a primary residence. Can be attached, detached, or a converted space within the existing structure.

Aid and Attendance

A VA benefit providing monthly financial assistance to eligible veterans and surviving spouses who need help with daily living activities.

AMI (Area Median Income)

The midpoint income for a given area, used to determine eligibility for income-qualified housing programs.

Asset-depletion underwriting

A method lenders use to calculate qualifying income for borrowers with substantial assets but limited monthly income. Eligible assets are divided by the loan term in months to produce an imputed monthly income figure.

Bridge financing

A short-term loan that allows a borrower to purchase a replacement property before their current property has sold.

CAPS (Certified Aging-in-Place Specialist)

A contractor credential issued by the National Association of Home Builders. CAPS contractors are trained in home modification for older adults and people with disabilities.

CC&Rs (Covenants, Conditions and Restrictions)

Rules that govern what owners in a community can and cannot do with their property. Common in HOA communities and 55+ communities.

CCRC (Continuing Care Retirement Community)

A residential campus offering multiple levels of care, from independent living through skilled nursing, allowing residents to remain in one location as their needs change.

H4P (HECM for Purchase)

A reverse mortgage used to purchase a new home. Allows a buyer age 62 or older to buy with a down payment and no required monthly mortgage payment.

HECM (Home Equity Conversion Mortgage)

The federally insured reverse mortgage product. Available to homeowners age 62 or older.

HELOC (Home Equity Line of Credit)

A revolving line of credit secured by a property. Requires income qualification and monthly payments.

HOPA (Housing for Older Persons Act)

The federal law governing age-restricted communities. Requires that at least 80% of occupied units have at least one resident age 55 or older.

LESA (Life Expectancy Set-Aside)

A portion of HECM proceeds reserved to cover future property taxes and insurance when the lender determines the borrower may not have sufficient income to cover these costs.

Middle-Old

Gerontological cohort, approximately ages 75-84. Distinguished by increasing health variables, fixed income as the full financial reality, and the beginning of meaningful constraints on housing options.

NASMM

National Association of Senior Move Managers. Maintains a searchable directory of certified members at nasmm.org.

Non-recourse loan

A loan in which the borrower or their heirs are not personally liable for any balance exceeding the value of the collateral. HECM reverse mortgages are non-recourse.

Old-Old

Gerontological cohort, approximately ages 85 and above. Distinguished by higher likelihood of health and cognitive changes, and the greatest legal and logistical complexity in real estate transactions.

POA (Power of Attorney)

A legal document authorizing one person to act on behalf of another. Must be durable to remain valid if the principal becomes incapacitated.

Probate

The court-supervised process of administering a deceased person's estate. Real property typically passes through probate unless held in a trust or passing by other non-probate means.

RMD (Required Minimum Distribution)

The minimum amount that must be withdrawn annually from certain retirement accounts beginning at age 73. RMDs are a qualifying income type for mortgage purposes.

RVCOG

Rogue Valley Council of Governments. Administers the Area Agency on Aging for Jackson and Josephine Counties through its Senior and Disability Services division.

Section 121 exclusion

The federal tax provision allowing homeowners to exclude up to \$250,000 (single) or \$500,000 (married filing jointly) of capital gains from the sale of a primary residence, subject to ownership and use requirements.

SHIP (State Health Insurance Assistance Program)

A federally funded program providing free, unbiased Medicare counseling through trained volunteer counselors.

SRES (Seniors Real Estate Specialist)

A designation issued by the National Association of REALTORS indicating specialized training in senior real estate, including financial, legal, and logistical considerations specific to the 50+ market.

Step-up in basis

The reset of a property's cost basis to its fair market value at the date of the owner's death. Eliminates capital gains accumulated during the owner's lifetime for tax purposes.

Trust certification

A document confirming the existence of a trust, identifying the trustee, and describing the trustee's authority. Required by title companies in trust sales.

Young-Old

Gerontological cohort, approximately ages 55-74. Coined by sociologist Bernice Neugarten. The stage with the most real estate options and leverage.

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