

# Managing Conflict When Selling a Parent's Home

Selling a parent's home can become an unexpected battleground between family members. As the 'For Sale' sign goes up, practical decisions about pricing, renovations, and profit-sharing often collide with emotional attachments and old family dynamics, turning a simple sale into a delicate dance of preserving both property value and relationships.



## HERE ARE SOME THOUGHTS TO HELP YOU LESSEN THE CHALLENGES:

### Define decision-making.

Family members may have varying financial interests, timelines, and preferences regarding the sale of a parent's home. Establishing clear decision-making processes is crucial for a family to ensure that everyone feels empowered and included.

### Communicate clearly and civilly.

Clear and respectful communication is key to managing conflict when selling the family home. It's essential to actively listen, let each person express viewpoints, and sometimes add clarifying questions such as: "Does that make sense to everyone?"

### Get everything in writing.

Having everything in writing—including all the information in the listing, agreements about the sale price, marketing, timing, distribution of proceeds, and more—helps avoid misunderstandings or arguments between family members.

### Focus on shared goals and values.

Most family members likely share goals when it comes to selling their parents' home. For example, most can agree on wanting the house to be sold for a fair price, for the process to be handled competently and successfully, and for everyone's voice to be heard.

### Step away, if necessary.

If family conflict becomes extreme or overwhelming, take a break to help reset the process. Allow everyone to regroup and refocus on finding common ground. Communicate openly about the need for a break and plan to return to the process when everyone is ready.



**I'm Your SRES®.**

