

Talking with Family About Your Real Estate Decisions

A few honest conversations now can save a lot of stress later.

Start the conversation before you need to

Don't wait until you've already decided to sell, downsize, or move. Bring it up early, even casually. If possible, you want to give your family time to adjust to the idea instead of reacting to a done deal.

Be clear about what kind of input you actually want

This is the one people forget. Tell your family upfront whether you're looking for their opinion, their help, or just want them informed. This clarity will help your family understand what you're looking for, and what you are not!

Loop everyone in at the same time

Individual phone calls feel efficient, but they often lead to different family members hearing different versions of the story, which can lead to misinterpretations. A single group call, email, or dinner where everyone hears the same information at once keeps things fair.

Share the "why," not just the "what"

If your family doesn't understand something, they may not be as fully on board as you would like. If you explain the reasoning, whatever that means for you, they're far more likely to support you, even if it's not what they'd choose themselves.

Put the basics in writing

A short one-page summary, including timeline, price range, what's motivating the move, saves you from having the same conversation multiple times, and gives family something to refer back to instead of relying on memory.

Name a point person, even informally

If you have several kids or family members, decide who's the go-to for questions or updates. It doesn't need to be official. It just prevents everyone calling you separately for the same information.

Separate emotional conversations from practical ones

Try not to mix feelings with transactional conversations. Give the emotional stuff its own space (it deserves it!) and keep the logistics conversations focused and unemotional.

Bring in a neutral third party for the big stuff

For financial or legal decisions, a real estate agent, elder law attorney, or financial advisor in the room can take the pressure off family relationships — it becomes "the advisor recommended X" instead of "Mom picked her favorite kid's suggestion."

Set a decision deadline and share it

Open-ended discussions can drag on for months and wear everyone down. Letting family know your decision date to provide a natural endpoint.

REMEMBER: THE GOAL ISN'T TO GET EVERYONE TO AGREE WITH YOU. IT'S TO MAKE SURE EVERYONE FEELS HEARD AND INFORMED, SO THE DECISION THAT'S ULTIMATELY YOURS IS AS STRAIGHT FORWARD AS POSSIBLE

Philip Nastasi Jr
REALTOR® SRES® ABR®
Rodeo Realty Inc
DRE# 01892875
818-489-1960
pnastjr@justtheperfecthome.com



SRES Agent is a specialist focused on the real estate needs of seniors

SRES