

Real Estate Matters

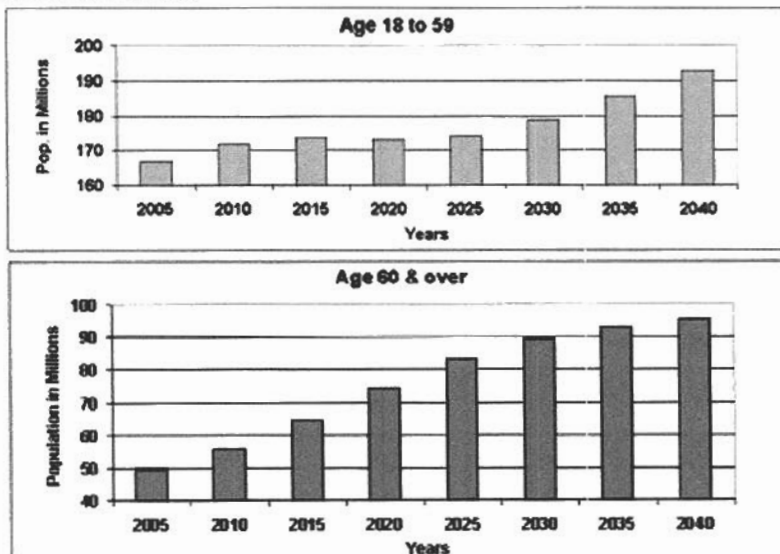
Silver Edition. News & Issues for the Mature Market

Newsletter – June 2005

www.seniorsrealestate.com

Senior Housing Grows Up

The graphic presentation below clearly shows sustained growth in the senior market, compared to a sluggish course for the remainder of the adult market.



Source: U.S. Census Bureau, Statistical Abstract of the United States

The popularity of age-restricted communities is beginning to boom as Baby Boomers, those born between 1946 and 1964, are expected to fuel a growing demand for retirement housing. The number of people age 65 and older is expected to shoot up 137 percent to 82 million in 2050, according to U.S. Census figures.

Builders expect them to flock to everything from age-restricted communities to smaller patio homes in traditional neighborhoods. "Not everybody is going to want to live in an age-restricted community," said Steve Cramer, broker/owner of Realty Executives MetroNorth in Denver, Colorado. "Some people will feel younger when they are around younger people."

A majority of retiring boomers have said they want to stay in their own homes. But the generation is so large that even a

small percentage of boomers relocating after retirement would mean a big market for builders. "This is something that builders have been anticipating for a long time," said Mike Rinner, a senior analyst with the Genesis Group, a Denver based housing market research firm.

In Colorado, six senior-oriented housing projects were under construction in 2002, according to the American Seniors Housing Association. States like California, Florida and Arizona still lead the way for senior housing construction, but states like Colorado are expected to narrow the gap. (Source: *The Denver Post*, 1/26/03)

Gold Stars in Seniors Housing

The "best of the best" in the seniors housing industry were honored by the National Association of Home Builders during the 2003 Best of Seniors Housing Design Awards ceremony held at the International Builder's Show in Las Vegas.

The NAHB Seniors Housing Council awarded Gold and Silver Awards to a total of 50 projects in 25 categories, including active adult, independent living and service-enriched. A 12-member panel of architects, designers

and builders judged projects on how effectively they responded to the housing demands and design needs of the burgeoning 50+ market. NAHB said projects were evaluated on their ability to meet lifestyle requirements of the target market, examining the master plan, community facilities and model homes, as well as marketability, budget and their ability to work on challenging sites. For the complete listing of award winners visit www.nahb.org. (Source: *Inman News*, February 2003)

Environmental Concerns for Seniors in Transition

The decision of when and where to retire is often wrought with a myriad of concerns and odds are environmental issues are just an afterthought. According to the U.S. Environmental Protection Agency community awareness of environmental noise pollution is on the increase.

Noise is defined as unwanted sound. Noise is an inescapable part of everyday life – the television, a plane flying overhead, a faulty muffler on a passing car, or dogs barking a block away. While some nearby residents may ignore the continuous hum of a busy freeway, others will find it extremely irritating. When this happens, sounds become noise, which is considered both a health problem as well as a social irritation.

In addition to the pitch or loudness of a sound, the repetitive nature, the distraction it causes and the lack of control over it can make it unbearable. The EPA says that people consider noise to be the main local environmental problem, sometimes even more important than air pollution or the quality of drinking water.

Zero Air Pollution Education Committee is a Los Angeles grassroots group whose focus is on the noise and air pollution caused by leaf blowers. Studies referenced on their www.zapla.org website show that

seniors, children and people with existing respiratory problems are most affected by noise and air pollution.

Seniors may also suffer more stress from sudden, loud, irritating noises such as produced by leaf blowers. Seniors are encouraged to keep windows closed when blowers are used in their neighborhoods. Dust and the Particulate Matter made airborne by the machines can drift for blocks and remain in the air for days.

Prior to relocating, it is the wise person who investigates such issues using their Real Estate Agent as a resource. (Source: EPA and ZAPLA)

Select a listing agent skilled in working with seniors.

As the population ages, more real estate agents are receiving special training in helping the elderly. As a **Seniors Real Estate Specialist®**, I have the training and resources to work with you on all of your real estate needs. I will continue to work with you and provide you with information to benefit you as a homeowner. With my team of professionals I will help you design a plan that will realize the highest return on your equity and better prepare you for your retirement years. For more information on this and other important **Senior Issues**, call me at: 781-826-2211 or write me.

Anthony "Tony" Massimino, SRES
102 River Road
Hanover, MA 02339
781-826-2211 or cell: 617-763-2211



Inside This Issue:

- Senior Housing Grows Up
 - Gold Stars in Seniors Housing
 - Environmental Concerns for Seniors in Transition
-