

FROM HOME TO NURSING HOME

By Micah Harder
Wichita, KS
July, 2023



A few months ago I was working with a man we will call Mark. Mark is a retired military veteran caretaking for his mom who was starting to show signs of memory loss. The situation was complicated, Mark's mother needed to move out of her house, and she was relying on him to safely move her from her home to a nursing home. As you could imagine this was a lot of pressure for Mark. He soon became inundated with information: power of attorney, medicaid qualification, nursing home, independent living, long-term care insurance... the list goes on. To make things more challenging, his mother was not safe to live at home any longer and Mark didn't feel qualified to keep her safe either. At least Mark had the help and support of his siblings, right? Unfortunately not..

Mark needed a solution to his problem: he needed to sell his mom's house to be able to move her into the nursing home. He talked through all his options: get an equity loan on the house to get quick cash; sell the house using his family friend who was a real estate agent; use his own money to move her out, etc. These options were likely to take 30-45 days. None of these options fit best either with timeline or budget. He needed a better solution.

Situations like Mark's are all too common. Industry experts in Kansas estimate that the cost of moving a senior into a nursing home facility at about \$10,000. Mark didn't have the money or the time to safely move his mom. That's when Mark was referred to my company, Harder Home Buyer.



Mark shared his story with me, and after our conversation there was hope in his voice again! I was able to give Mark a fair cash offer for his mom's house. One that allowed her to pay the necessary fees to move into the exact home she wanted, pay off the debt on her house, all within 10 days! Along the journey, Mark was able to come to me with any and all questions that he had, leaning on the advice he received to get his mom from home to nursing home without a hitch. A few days after the closing on his mom's house I called Mark, there was a noticeable lightness to his voice. He was so relieved to have his mom properly cared for in the nursing home.