View in browser

CARING TIMES MONTHLY

January 2026

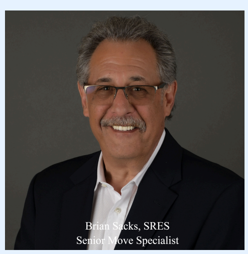
Southeast Florida Elder Care Planning Council

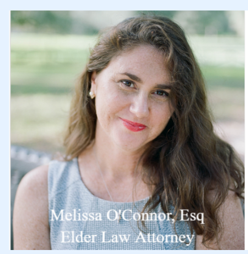
New Year Reflections: Preparing for the Next Chapter of Care

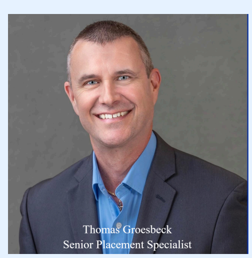
As we step into a new year, many of us reflect on what truly matters—family, health, and peace of mind. For adult children with aging parents, the new year often brings important questions about the future: How can we best support our loved ones? What plans should we have in place to ensure their safety, comfort, and dignity as they age?

This year, we will focus on guiding you through the often complex world of long-term care planning. From understanding care options and navigating conversations with your parents, to preparing for unexpected changes and making informed decisions, we are here to provide clarity, resources, and reassurance. A new year is an opportunity to plan with intention, start meaningful conversations, and take thoughtful steps toward a secure and well-supported future for the people you love most.

Meet Our Team







Real Estate: A Market in Transition, Not Decline

~ By Joelle Sagner, Realtor®, MSW, and Senior Move Manager | Completer Real Estate Solutions

After several years of record-breaking activity, real estate has entered a new phase. It is slower, more selective, and more price-conscious. While some headlines may point to uncertainty, what we are experiencing locally is not a downturn, but a necessary market correction.

This shift is creating both challenges and opportunities, for buyers, sellers, and seniors navigating housing transitions.

Inventory is Up and Strategy Matters More Than Ever

Due to the rise in housing inventory, homes are taking longer to sell, especially when pricing does not reflect current conditions.

This does not mean homes are not selling, they are! The homes selling require a particular strategy: accurate pricing from day one; updated condition, decluttering, and staging to reflect the homes best qualities; and realistic expectations for seller and buyers.

A well-prepared home continues to attract serious buyers and sells quickly.

Condos and 55+ Communities Face Added Pressure

The condo market, particularly in older and 55+ communities, is experiencing the most strain. Buyers are cautious about these purchases due to rising condo/HOA fees, special assessments related to reserve and structural requirements, as well as insurance increases.

Sellers need to be proactive and flexible. It’s a great opportunity for buyers looking to right size or move to the state. Clear expert guidance and local knowledge are essential for both buyers and sellers in this market.

Single-Family Homes Remain the Strongest Segment

Single-family homes continue to outperform condos. Though, they also need to be well maintained and updated and priced competitively. Single family, non 55+ homes have an advantage if they are in desirable school districts or established neighborhoods.

While bidding wars are less common, serious buyers are still active. Today’s buyers are simply more thoughtful and less willing to overlook condition or pricing issues.

Luxury and Cash Buyers Continue to Drive Stability

The luxury market remains resilient. Waterfront homes, newer construction, and properties appealing to cash buyers continue to sell, although with more negotiation and longer timelines.

South Florida’s tax advantages, climate, and lifestyle continue to attract high-net-worth buyers, even in a more cautious environment.

Senior Shifts Are a Consistent Market Driver

A steady source of listings is coming from senior homeowners making life changes. Many are choosing to downsize after decades in a larger home; move to independent, assisted, or memory care communities; and reduce costs related to insurance, maintenance, and condo/HOA fees.

These moves are both emotional and complex. Beyond the stress of selling a home, seniors and their families must manage sorting, packing/unpacking, downsizing, disposition of items, and coordinating multiple service providers. This is where thoughtful planning and full-service support from a Move Manger make a meaningful and stress reducing difference.

What Buyers and Sellers Should Expect Moving Forward

For Sellers, preparation is key. Decluttering, addressing repairs, understanding market value, staging, and professional guidance from a Realtor® can significantly impact results.

Opportunity has returned for buyers. They have more options, negotiating power, and time to make informed decisions.

For seniors and their families, early planning reduces stress. Understanding housing options and logistics ahead of time allows for smoother transitions and better outcomes.

The Bottom Line

Palm Beach County real estate is not stalled, it is adjusting. This market favors informed decision-making, realistic pricing, and experienced professionals who understand local conditions.

The pace may be slower, but the opportunities are still very real for those who approach this market with clarity, strategy, and care.

About the Author
Joelle Sagner, has an MSW from the University of Maryland, School of Social Work. She is a local Realtor® at Complete Real Estate Solutions, and Senior Move Manager with Your Dependable Partner in Palm Beach County. She specializes in helping seniors and their families navigate downsizing, relocations, and housing transitions with confidence, compassion, and expert coordination.

For more information, visit www.YourDependablePartner.com or email info@YourDependablePartner.com

January is Glaucoma Awareness Month, a time to shine a light on one of the leading causes of preventable vision loss. Often called the “silent thief of sight,” glaucoma may have no early symptoms, making regular eye exams essential—especially for older adults and those with risk factors. This month, we encourage everyone to prioritize eye health, schedule routine vision screenings, and learn the warning signs. Early detection and proper treatment can help protect vision and preserve independence for years to come.

Wishing you a month filled with joy and well-being. We'll be back next month with more "caring times!"

Southeast Florida Elder Care Planning Council

Serving Palm Beach County and the Treasure Coast