

# HOW TO SELL IN TODAY'S MARKET.

## SO, WHAT HAPPENS IF YOU NEED TO SELL AND BUY?

1

### BUY FIRST. SELL LATER.

Many lenders allow you a one-time re-amortization of your loan. This means that you can purchase your new home with a lower down payment up front, sell your prior home, and apply your sale proceeds to paying down your new loan balance AND lower the payment, all without the fuss of a refinance.

4

### SELL WITH A CONTINGENCY.

Negotiate a term in the purchase agreement with a buyer that your acceptance is conditioned upon your finding a replacement property or living arrangement.

2

### SELL FIRST. LEASE BACK.

List your home with the condition to lease back the property for a period of time after closing. In a fierce seller's market like ours, many buyers are willing to close on a purchase and allow the seller a reasonable period of time to find a new home and move out.

3

### SELL WITH AN EXTENDED CLOSING TIMEFRAME.

Instead of a traditional 30-60 day escrow, negotiate an extended escrow period with the buyer.

5

### CONSIDER SHORT TERM HOUSING

Corporate housing solutions, Airbnb.com, VRBO.com, and property management companies with short-term rentals are all useful resources for this option. Knowing exactly how much money you have to spend on the new home, and being unencumbered by the old one, is a very safe financial position for many people.