

5. GETTING CAUGHT IN THE REAL ESTATE CATCH 22

Your biggest dilemma when buying and selling is which to do first. In point number 3 above, we advised you to sell first, but there are ways to eliminate this dilemma altogether. Our unique Guaranteed Sale Program actually takes the problem away from you entirely by guaranteeing the sale of your present home before you take possession of your next one. If you find a home you wish to purchase and have not sold your current home yet, we will buy your home from you ourselves so you can make your move free of stress and worry.

6. FAILING TO COORDINATE CLOSINGS

With two such major transactions to coordinate, and all the people involved, the chances of mix-ups and miscommunications go up dramatically. There are literally dozens of transactions involved: appraisers, underwriters, lawyers, loan officers, title companies, home inspectors, pest inspectors and so on. We can handle the whole process for you to help you avoid this logistical nightmare.

TO SCHEDULE AN INTERVIEW
OR TO LIST YOUR HOME,
CALL NOW.

CHRIS HAYES TEAM.COM
318-207-SOLD


**KELLER
WILLIAMS**[®]
REALTY
Northwest Louisiana
318-213-1555

each office independently owned and operated
not intended to solicit properties currently listed for sale

**“6
Mistakes
to Avoid
When
Trading Up
to a Larger
Home”**

Courtesy of
CHRISHAYESTEAM.COM



6 TRADE-UP MISTAKES TO AVOID

Unlike the experience of buying a first home, when you're looking to move up, and already own a home, there are certain factors that can complicate the situation. It's very important for you to understand these issues before you list your home for sale.

Not only is there the issue of financing to consider, but you also have to sell your present home at exactly the right time in order to avoid either the financial burden of owning two homes or, just as bad, the dilemma of having no place to live during the gap between closings.

SIX STRATEGIES

In this report, we outline the six most common mistakes homeowners make when moving to a larger home. Knowledge of these six mistakes, and the strategies to overcome them, will help you make informed choices before you put your existing home on the market.

“...you have to sell your present home at exactly the right time in order to avoid either the financial burden of owning two homes or, just as bad, the dilemma of having no place to live during to gap between closings.”

1. ROSE COLORED GLASSES

Most of us dream of improving our lifestyle and moving to a larger home. The problem is that there's sometimes a discrepancy between our hearts and our bank accounts. You drive by a home that you fall in love with only to find out it's one you could never afford. Most homeowners get caught in this hit and miss strategy to house hunting when there's a much easier way of going about the process. For example, we have a unique program call the Buyer Profile System that takes the guesswork away and helps to put you in the home of your dreams. Here's how it works: we enter the details you want in your next home into our unique computerized program, and then every other week we cross match your criteria with ALL available homes on the market. We then send you complete details of homes that not only have the features you're interested in, but which are also in your price range. This exclusive program has quite literally helped hundreds of homeowners take off their rose colored glasses and, affordably, move into the home of their dreams.

2. FAILING TO MAKE NECESSARY IMPROVEMENTS

If you want to get the best price for the home you're selling, there will certainly be things you can do to enhance it in a prospective buyer's eyes. These fix-ups don't necessarily have to be expensive. But even if you do have to make a minor investment, it will often come back to you tenfold in the price you are able to get when you sell. It's very important that these improvements be made before you put your home on the market. If cash is tight, investigate an equity loan that you can repay on closing.

3. NOT SELLING FIRST

You should plan to sell before you buy. This way you will not find yourself at a disadvantage at the offer table, feeling pressured to accept an offer that is below market value because you have to meet a purchase deadline. If you've already sold your home, you can buy your next one with no strings attached. If you do get a tempting offer on your home but haven't made significant headway on finding your next home, you might want to put a contingency clause in the sales contract which gives you a reasonable time to find a home to buy. If the market is slow and you find your home is not selling as quickly as you anticipated, you might consider renting your home and putting it up on the market later – particularly if you are selling a smaller, starter home. You'll have to investigate the tax rules if you choose this later option.

4. FAILING TO GET A PRE-APPROVED MORTGAGE

Pre-approval is a very simple process that many homeowners fail to take advantage of. While it doesn't cost or obligate you to anything, pre-approval gives you a significant advantage when you put an offer on the home you want to purchase because you know exactly how much house you can afford, and you've already gotten the green light from your lending institution. With a pre-approved mortgage, your offer will be viewed far more favorably by a seller – sometimes even if it's a little lower than another offer that is contingent on financing. Don't fail to take this important step.