

Sell First or Buy First?

SELLING FIRST IS IDEAL BUT NOT ALWAYS POSSIBLE



Reasons why selling your home first is the most effective strategy:

1. **Financial Clarity:** Selling your existing home first will allow you to have the funds "Ready to Go" to purchase a new home, or to pay the "Buy-in" fee if you are moving to a Senior Residence. Knowing your exact budget will empower you to confidently search for your next home within your "actual" budget".
2. **Focus:** When selling your current home, you will focus on this activity "only", versus the stress that simaltenous transactions can create.
3. **Financial Power:** Depending on the amount of your sale's proceeds, you will be able to make an offer on your next home with cash-in-hand or with a solid pre-approved loan ready to go. Thus giving you negotiating power versus other buyers who still need to sell their current home.



ALTERNATIVE OPTIONS

**Too nervous about selling first?
Here are some options available:**

Option #1

Long Escrow + Lease-Back: When selling your current home, we can negotiate a Longer Escrow (2 months or more)+ “Lease-Back” (1-3 months or more) from the Buyer, thus giving you plenty of time to find and buy your next home (approx 4-5 months total or more). With the lease-back option, you will remain in the home after the close of escrow and you will become the tenants of the new owner. The rent amount can be negotiated from \$1/mo all the way to the seller’s monthly costs.

Option #2

Some companies will buy the property for you upfront (for a fee), thus allowing you to secure your next home and then giving you time to sell your current home without any stress.



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*Was This Helpful?
Do have any other questions?
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