

Do You Need To “Sell” Your Home Before You Buy Your Next? Let Us Know... We Can Help

For many homeowners/buyers one of Real Estate’s most enduring dilemmas is best expressed by the following statement...

“We need to first sell our present home before we can buy our next home”

Perhaps this widespread consumer condition or concern also describes your present circumstances.

If so, we at Berkshire Hathaway HomeServices Florida Realty are prepared to help you both strategize and then implement your “Tandem” Real Estate plan in the most prudent and effective fashion possible.

Should We Sell First?

While this decision or answer is certainly one that depends upon individual circumstances, market conditions and one’s financial ability, as a general rule we respectfully suggest the following.

That in most markets, and especially in a “so called” buyers’ market you should not buy a home before you have your existing home either sold or under contract with all major contingencies met.

An exception to this thinking would be when you have identified a particular property for sale that you consider to be so remarkable to your needs and wants that you do not want to forego such an opportunity. If this is the case you might be willing to buy first even if it means running the risk of absorbing two mortgages and/or carrying costs simultaneously and potentially for an extended period. Deciding on this course also requires possessing significant financial strength. Short of such circumstances we respectfully suggest that you first market and then sell your present home in order to avoid considerable risk.

Waiting until your present home sells, however, should not be viewed as a precondition for beginning your strategic marketplace evaluation and overall home search.

In fact we suggest that by marketing your present home while simultaneously shopping for another can contribute to your becoming a very astute judge of value and thus a most capable real estate negotiator.

Should you be interested in learning how to become best prepared on deciding on how to optimize your home’s market value please feel free to ask your Berkshire Hathaway HomeServices Florida Realty Sales Professional for a complimentary copy of “Marketing Your Home At The Highest LevelsSM”.

This information does not portend to delve deeply into the many complexities that relate to simultaneously buying and selling Real Estate. For more customized and personalized information regarding this very important subject matter please look to Berkshire Hathaway HomeServices Florida Realty, Real Estate Services.

Give us a call or visit our website at www.bhhsfloridarealty.com!