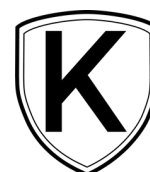


Selling & Buying A Home At The Same Time



KIRK R. SIMMON
REALTOR®

A real-world strategy guide to nailing the
timing and making it work.



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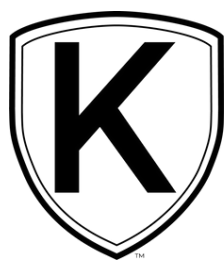
Kirk aspires to be your lifelong real estate agent, market coach, and community sherpa, dedicated to delivering unparalleled customer service. With a formidable background in building materials and sales, and 20+ years as an award-winning real estate agent, Kirk brings a wealth of knowledge in home construction and adept negotiation skills to the real estate arena.

Growing up in Chester County, Pennsylvania, Kirk earned his Bachelor's in Marketing and Minor in Philosophy from Kutztown University.

When he's not selling residential homes around the Main Line, you'll see him with his family at engagements and sports car activities. He's relentless about winning...and achieving great results is his reputation.



Insight. Strategy. Success.



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STEP 1

UNDERSTANDING YOUR FINANCIAL POSITION



- **Get Pre-Approved for a Mortgage:** Before you list your current home, talk to a lender to get pre-approved for a mortgage on your new home. This will give you a better idea of what you can afford and show sellers that you are a serious buyer.
- **Assess the Equity in Your Current Home:** Determine how much equity you have in your current home to know how much you can use as a down payment for your next property.
- **Calculate Closing Costs:** Don't forget to factor in closing costs for both selling and purchasing a home. It's crucial to have enough liquidity for these expenses.

STEP 2

TIMING IS EVERYTHING



- **Staggered Transactions:** Ideally, you want the sale of your current home and the purchase of your new one to close around the same time. However, this doesn't always happen. You may need to consider temporary housing options or negotiating flexible closing dates with both the buyer and seller.
- **Contingency Offers:** If you're not able to secure your next home before selling, you can make an offer on a new home that is contingent upon the sale of your current home. This adds security but may limit your options, as some sellers may not accept such offers.
- **Market Conditions:** The real estate market plays a key role in the timing. If it's a seller's market, your home might sell quickly, which could put pressure on finding your next home. On the other hand, if it's a buyer's market, you may have more time to find the perfect home.

STEP 3

PLAN FOR THE TRANSITION

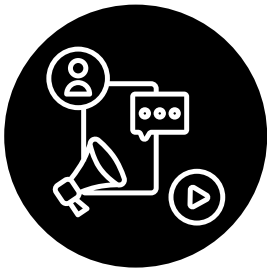


- **Short-Term Housing Options:** If there is a gap between selling and buying, consider renting a short-term property, staying with family, or negotiating a leaseback with the buyer of your home.
- **Sell First or Buy First?:** Decide whether to sell your current home first or buy your new home first. Both options have pros and cons:
 - **Sell First:** You may have more negotiating power as a buyer since you won't be contingent upon selling your home. The downside is you might have to find temporary housing.
 - **Buy First:** You won't have to worry about finding a place to live if you sell your current home quickly, but you'll need to manage carrying two mortgages.

STEP 4

LEVERAGE YOUR REAL ESTATE AGENT

As your real estate expert, I can guide you through these complexities and help:



MARKET YOUR HOME EFFECTIVELY:

I'll use my experience to price and market your home so that it sells quickly and for top dollar.



NEGOTIATE ON YOUR BEHALF:

I can negotiate with buyers and sellers to align timelines and ensure smooth transactions for both the sale of your home and the purchase of your new one.



COORDINATE CLOSINGS:

I'll help manage the timing of your sale and purchase, ensuring that everything aligns as smoothly as possible, whether through flexible contracts or negotiating closing dates.

STEP 5

CREATE A BACKUP PLAN



Even with careful planning, things don't always go according to plan. It's wise to have a backup plan in place. You can:

- **Consider a Bridge Loan:** A bridge loan can help finance the purchase of your new home while you wait for your current home to sell.
- **Negotiate Rentback Agreements:** If you need more time after selling, I can negotiate a rent-back agreement that allows you to remain in your current home for a set period while you finalize your next purchase.

STEP 6

KEEP YOUR EYE ON THE LONG-TERM GOAL



Ultimately, balancing the sale and purchase of a home is a temporary challenge. The end result – moving into your dream home – will make the process worth it. By being proactive, patient, and working closely with me, you'll be able to find the best solution that fits your personal and financial goals.



YOUR NEXT MOVE STARTS HERE

**READY TO SELL AND BUY SIMULTANEOUSLY?
LET'S MAKE IT HAPPEN!**

Navigating the complexities of selling your home while buying a new one can feel overwhelming, but with the right plan and expert guidance, you can do it with confidence. As your trusted real estate agent, I'll help you balance the financial and timing aspects, ensuring a smooth transition into your next home.



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