

# 4 Ways to Buy & Sell a Home in a Hot Market



## CONSERVATIVE APPROACH

### Steps

1. Sell Current House
2. Rent
3. Ready Buyer

### Pros

- Minimal Financial Risk
- Top Dollar for House
- Ready to buy

### Cons

- Move twice
- Spend \$ on rent
- Finding a short-term rental



## LEAST HASSLE / MOST EXPENSIVE

### Steps

1. Buy with Contingent Offer
2. List

### Pros

- Only move if stars align
- No extra moves
- Find the right home before move

### Cons

- Risk losing house to other buyers
- Most Expensive
- May have to aggressively price house to sell
- High sense of urgency



## LOW RISK / LOW HASSLE

### Steps

1. List & have longer close date
2. Contingent on finding home of choice

### Pros

- Move Once
- No firm commitment unless you find a property

### Cons

- Could limit buyers willing to wait for a "maybe" move.
- Do you cancel if the right property doesn't come up?



## RISK TOLERANT - HOT MARKET

### Steps

1. Buy Non-contingent
2. List House to Sell

### Pros

- Find right property
- Best deal on buy and sell
- Ensures you find the right next home
- Move Once

### Cons

- You could have 2 payments
- See timeline example



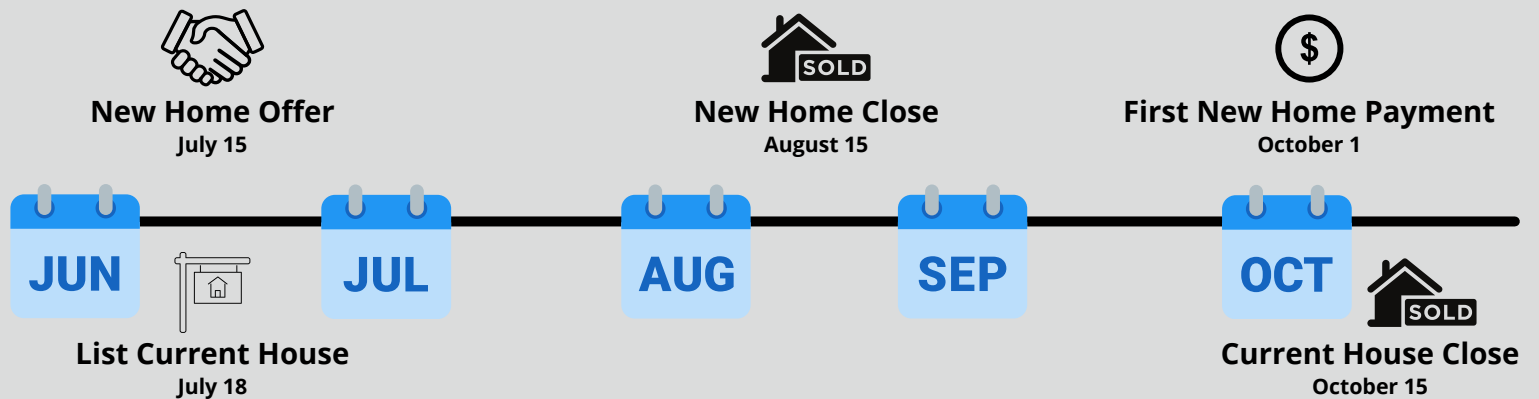
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# Timeline of Buying Non-Contingent Then Selling

EXAMPLE: TODAY IS JUNE 15

1. Write an offer with a closing out 60 days
- 2. Close by October 15 and never hit 2 payments**
3. That's approximately 90 days on market to be able to get an offer



- Is your local market average days 90 days or less?
- Are you willing to price it at current market value?
- **If your answer is YES to those 2 questions, this is a fairly safe and most financially beneficial route.**



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