



TOP TEN BEST BUYS IN YOUR SEARCH AREA

MOVING INTO A BIGGER HOME MAY SEEM LIKE AN EASY MOVE; HOWEVER, THE PROCESS CAN BE STRESSFUL AND FINANCIALLY-DEVASTATING IF YOU JUMP INTO IT UNAWARE OF THE COMMON PITFALLS. BY PREPARING YOURSELF FOR THE PITFALLS OF AN UPGRADE MOVE, YOU CAN ENSURE THAT YOU HAVE A POSITIVE EXPERIENCE WITH MINIMAL COST AND STRESS.

Mortgage Preapproval:

There's nothing more heartbreaking than setting your sights on a particular home, only to find out after you've made an offer that it's beyond your price range. Before you start looking at any homes, get preapproved for a mortgage so you know exactly what you can afford. The preapproval process is straightforward. Ensure you use an independent mortgage broker, so you know you're finding the best possible rate and terms available to you. We can assist you with referrals to professional mortgage brokers at any time!

Don't Get Your Heart Broken, Be Realistic:

Once you're pre-approved and ready to take action, use a real estate professional as a buyer's agent. They can present you with properties that match your criteria. The best part: they are paid a commission by the seller of the property you choose, so their expertise and time won't cost you a cent! Once you know what you can afford, avoid looking at properties outside of your price range. To find the properties best suited to your budget and needs, consider using our FREE Home-Finder Searches by contacting us through this website. It matches a customized "wish list" of features (including price and neighborhood), to all of the available properties for sale. The best matches are delivered to your email inbox as soon as they hit the market. This will help keep you focused on homes within your affordability.

Get Your Home Ready to Sell:

When selling your current home to upgrade to a larger property, it's important that you get the most you can for your existing home. Making small repairs and decorative touches will help you maximize the value of your home. To help potential buyers 'see' themselves in your property pack up family photos and knick-knacks, make minor repairs, and, if applicable, increase your home's curb appeal by keeping your grass trimmed, flowerbeds weeded, and walkway cleared. If possible, and subject to current market conditions, use the equity of your current home to make more significant renovations. Upgrading bathrooms and kitchens can make the most dramatic impact to your home's value, often adding many times the investment you made into the renovations. In certain market conditions it's best to just have your home cleaned and well presented as renovations can be wasted money if the market conditions will not justify them. One of our real estate professionals can provide you current market conditions and statistics to make an informed decision.

Prepare Your Selling Strategy:

Making an offer on a bigger home before you've sold your own can leave you with two mortgages, a cost that can be financially-devastating. Selling before you've purchased your next home could leave you homeless. Avoid the "seller's paradox" by preparing a selling strategy with a real estate professional shortly before you start home shopping. A professional realtor can provide you with a Comparative Market Analysis (CMA) that will give you a clear picture of an appropriate listing price and an estimate of how long it will take for your home to sell. It can be tempting to select a realtor who you know personally or a realtor who advises a higher listing price than another. Don't give in to the temptation of dollar signs or social obligations; choose a realtor based on referrals from their past clients, an openness with their real estate expertise and a concise and aggressive marketing plan.

Prepare to Be (or Become) an Expert Coordinator

Buying a home is already difficult to coordinate. This difficulty is doubled when you attempt to buy and sell at the same time. If you don't already do so, keep a daytime or calendar to organize showings, home inspections, visits to the mortgage broker & lawyer, and other errands that either real estate deal may require. Keep in mind that responding quickly to viewing appointments can help you sell your home in less time. Prepare options for getting your family (including pets) out of the house while it's being viewed by potential buyers. Preparing yourself for the additional time and coordination two real estate deals require will help minimize your stress and get the most out of both transactions.

When in Doubt, Consult a Professional

If you're still wary of proceeding with the sale of your home or your next purchase, consult with an objective, experienced real estate professional. Our team of experts is happy to answer your questions, feel free to contact us when you need free, unbiased advice.

To receive a FREE Home-Finder Search that matches your criteria, please email us at info@hardyteam.ca