

# The Move-Up Guide

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## Finding a Replacement Home

Are you looking to upgrade to a home with a bigger kitchen, so you won't bump into each other in the small kitchen you currently have? Or looking to upgrade to a home with a bigger backyard for your kids to play?

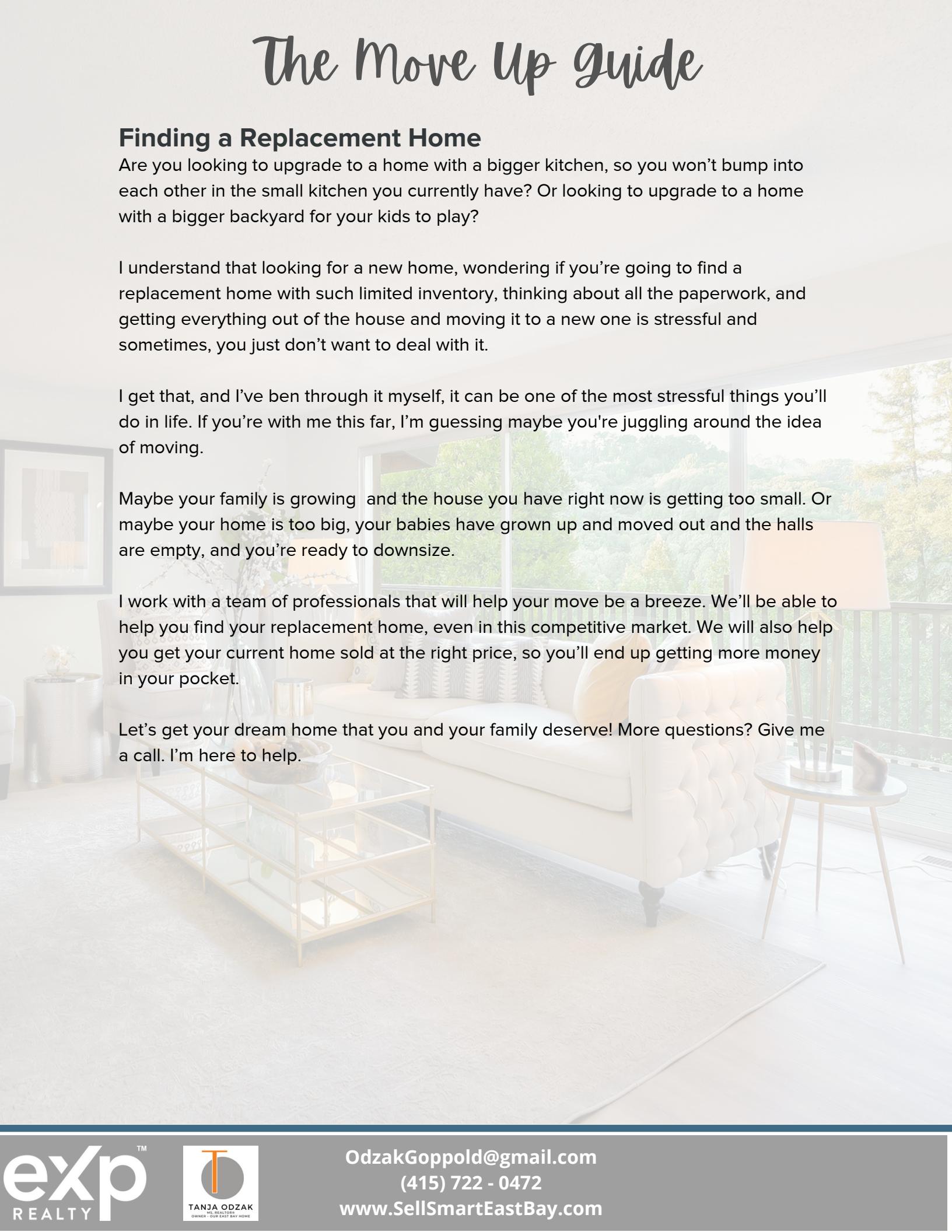
I understand that looking for a new home, wondering if you're going to find a replacement home with such limited inventory, thinking about all the paperwork, and getting everything out of the house and moving it to a new one is stressful and sometimes, you just don't want to deal with it.

I get that, and I've been through it myself, it can be one of the most stressful things you'll do in life. If you're with me this far, I'm guessing maybe you're juggling around the idea of moving.

Maybe your family is growing and the house you have right now is getting too small. Or maybe your home is too big, your babies have grown up and moved out and the halls are empty, and you're ready to downsize.

I work with a team of professionals that will help your move be a breeze. We'll be able to help you find your replacement home, even in this competitive market. We will also help you get your current home sold at the right price, so you'll end up getting more money in your pocket.

Let's get your dream home that you and your family deserve! More questions? Give me a call. I'm here to help.



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## You Have Options

Thinking of selling your home but you're hesitant to sell in fear you will not find a new home in time? I totally get it... it's a stressful situation and one that could make you lose sleep over!

I understand that the home buying and selling process can be stressful, especially when you have to do both.... Sell and Buy. Things can get complicated if your closings don't align or it takes longer to sell or buy a house than anticipated. So what happens when you sell your home and you have not found your new home yet? Well, you're wondering where the heck are you going to live? Well, here are a few options you can consider:

- You can consider finding a home to rent. Renting a house for a bit will give you more time to look for that perfect home without having to "settle" just because you feel you have to rush and pick one.
- Another option is to do a rent back option. In this option you complete the closing process with the buyer and then both parties agree to let you stay in the house while you rent the home back from the new owner. This is a good option if the new owners are not in any hurry to move but it also is good for you because then you'll be in a stronger position when you go to buy.
- Another option is to ask the buyer to extend their escrow, meaning you ask the buyers if they are willing to push back the closing date to give you a little more time.
- You could also consider unlisted or off market properties.

Bottom line is that there are options. I can explain these options in more detail and help guide you through this process. There are a few more strategies that are available that we could discuss to help you "bridge the gap." I would be happy to help walk you through all your options and to help you find the best solution that will work for you and your family.

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## "We Need More Space!"

This new normal is cramping our style. We need more space! The kitchen table is covered with work, the family room is crowded with all the homework and school supplies! We need a bigger yard now that we have to stay home all the time. UGH! Help!

If your new normal has you holding your plate to eat because there is no table space, if you are feeling crowded in the clutter and unable to focus on work because of all the distractions, maybe it is time to find a new place. One with an office and maybe an additional room that could be set up for the Zoom room with all the learning supplies. Maybe one with a little land so you can play outside in the fresh air. Or maybe even a pool.

Trouble is, you aren't the only one feeling that way. The National Association of Realtors has shown a trend of people moving out of the city, into the suburbs and the country. This is creating a seller's market in many areas. There just isn't enough inventory for everybody, and builders are working hard to keep up but houses are flying off the market fast.

Creating an offer that will be accepted in a competitive market is imperative. Timing the closings so that you aren't homeless in between transactions is a plus. Following up with your buyer and their financing to keep their closing on time is key. There has never been a time where it's imperative to have an experienced agent helping you figure out the best strategies for listing your home and finding a new one.

I've been helping clients sell and buy homes here in the San Francisco East Bay Area for years. I've helped MANY sellers in all sorts of markets and know about the creative solutions you need to have a successful transaction. If you are thinking of selling and buying in Alameda or Contra Costa County, my team and I would love to assist you.



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## List First or Buy First?

You're feeling cramped in the home that once was perfect, whether having another baby, or an older child moving back home, or maybe even a parent or other family member joining the ranks. Or maybe the JUST living space is fine but with our new normal you are both working from home and the kids need space to do their online classes and homework.

Setting up work in the dining room or family room is just a hassle and often these spaces have too many distractions. Over the last year it has become apparent that you just need more space, a bigger house with a dedicated office, maybe even another flex room for learning and earning space. The catch is, you are not alone! Lots of people are in the same situation looking for the same things and inventory is low. That is a great thing when it comes to selling your house! But what about finding a new one that meets your needs better?

Navigating a busy seller's market with low inventory can be a real challenge. How do you coordinate selling and buying at the same time? Should you list first or find a new house first? I've been helping people sell and buy in Oakland and the Greater East Bay Area for years and have helped many clients navigate successful transactions like this.

In a seller's market, sellers probably won't accept any contingencies. Especially if your current home isn't even listed yet. There are some great options for you as a seller though, one is a seller lease back. This means you stay in the house after closing for a negotiated amount of time so you can find and close on your new home.

Another option is to extend the escrow period, meaning close in 60 days instead of 30 to give you a little more time on your buying side. These ideas can also be helpful when strategizing the offer you make on the new house. If you're thinking of buying and selling in Alameda or Contra Costa County, my team and I would love to assist you. Always reach out for any advice or feedback as we're here to help. We're your Community Market Leaders.



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