

## HOW TO BUY & SELL AT THE SAME TIME

### 1 Negotiate Seller Possession After Closing (aka a leaseback agreement)

It is becoming more and more common in this market for buyers to allow a seller to stay in the home they are purchasing from anywhere from a few days up until a few months to allow the seller time to secure their next home. For many sellers, possession after closing allows you time to find the next home with the funds on hand and no sale of home contingency. Usually the leaseback agreement is negotiated at the time of contract and can be free or sometimes the market value of a rental/buyers new mortgage payment.. depending on the terms.

### 2 Move into a Short Term Rental

Selling your current home and moving into a short-term rental while you look for your next home to purchase relieves the pressure of having to compete with a home-sale contingency. Not only does this allow for time to search for a new home, it provides better negotiating power to write non-contingent offers while also holding the proceeds from their previous home available for their down payment and earnest deposits.

### 3 Work Out an Extended Closing Period

For buyers who aren't comfortable allowing sellers to remain in the home after closing, this can be a great alternative. With this option the buyer and seller agree to a closing date that is pushed out later than what's typical to allow the seller extra time if that's an important thing for them!

### 4 Buy First, Sell After

For many people this is the best option if they can financially make it work. Basically you buy the new house and then after that closes sell the first house. This isn't an option for everyone but especially in a hot market - there are less worries about being able to sell the current house and you have time to move. Often we have clients who were shocked they were approved for the second loan - so it is worth checking with your lender!

### 5 Use a Bridge Loan

For those buyers who have the financial ability to be approved for a new home before they sell the current home and enough equity to use for the down payment. Not all banks offer bridge loans so it's important to discuss the best option for you with a qualified local lender. Buyers who use the option will often put their home for sale once they go under contract on their next home. In other instances buyers will wait to sell the existing home until they have closed on the new home.

These are just a few of the options we have seen buyers successfully use to buy and sell in today's competitive market. All of these options have pros and cons which we'll discuss before writing any offers.

# Love It OR Hate It: Cottagecore

One of the most popular design trends as of late has been Cottagecore. Think English countryside meets modern romanticism. This aesthetic incorporates elements of rural lifestyle, gardens, earth tones, floral prints, and the use of natural fibers.

If you're a nostalgic soul that dreams of living on an 1800s farmstead or in a thatched-roof English cottage then you are guaranteed to love it. Fill a farmhouse dresser with vintage china and you're on your way.

But if this style brings back nightmares of Grimm's Fairy Tales, you're not alone. Many find it cluttered, old-fashioned (which *is* the whole point), and a bit overbearing.

What do you think? Whimsical and cozy? Or the old witch is about to push you into her oven?



## HOW TO DECIDE BETWEEN AN AGENT AND FSBO

Deciding it's time to sell your house is a huge decision. But it's the decision after which has the potential to make a dramatic difference in the results of selling your home: choosing to sell with an agent or sell your home by yourself.

If you want to save time and get your home sold fast, you'll definitely want an agent on your side. Your agent will take care of almost everything from listing to marketing to analyzing offers to writing up and negotiating contracts. Your agent will even give you recommendations on how to get your house ready for sale so you can spend time on the important fixes that will get your home sold for the best price.

At first brush, selling your home might seem like the best way to save money. Sure it will be a little more work, but you won't have to pay a seller's agent commission, right? But it's actually a little more complicated than that. The stats have shown time and time again that properties sold by real estate agents actually end up selling for more money than those sold by owners. That means that you could make more money off your house when you sell with an agent.

Another thing to keep in mind is that if you sell by yourself, you'll have to analyze and negotiate all offers and contracts. This is an area where most sellers don't have a lot of experience, and it's easy to get taken advantage of. Having professional help and experience on your side is critical to make sure you get the best deal possible.

While working with an agent does come with a price, saving time and money while an agent takes care of everything for you is definitely worth it. Want to talk more about whether an agent is right for you or not? Just reply to this email, and we'll talk more.

## Nebraska mortgage and refinance rates today (APR)

**4.125%** 30-year fixed   **3.25%** 15-year fixed   **3.125%** 5/1 Adjusted Rate Mortgage (ARM)

## Real Estate Snapshot Omaha/Lincoln Metro Area



Active Listings

1200

Median List Price

\$289,499

Listings Under Contract

1100

Median Sold Price

\$290,462

Total Closings

1,265

Days on Market

17



## PROTECTING OLDER ADULTS FROM IDENTITY THEFT

Identity theft is an unfortunate reality of our times, and seniors can be especially vulnerable to this life-altering crime. If you're a senior yourself or are helping care for an elderly friend or family member, there are a number of things you can do to protect personal information from falling into the hands of the wrong people.

- **Minimize Mail.** Credit card and insurance offers pre-printed with the recipient's information are a gold mine for identity thieves. You can opt out by calling 1-888-567-8688 or visit [optoutprescreen.com](http://optoutprescreen.com) to keep those offers from coming.
- **Avoid Telemarketers.** Avoid telemarketing calls by registering for the National Do Not Call list at 1-888-382-1222 or visiting [donotcall.gov](http://donotcall.gov).
- **Don't Carry Important Documents.** Seniors should not carry important documents such as a Social Security or Medicare card. Make a copy of the Medicare card and use a thick black marker to cross out all but the last four digits of the Social Security number. Keep the original cards stored in a secure place.
- **Shred Sensitive Documents**
- **Be Extra Careful Online**
- **Keep an Eye on Credit.** Remember to check your credit report annually and look for anything that appears out of line. Visit [annualcreditreport.com](http://annualcreditreport.com) to order one free credit report annually from each of the three credit bureaus.

Think someone's info has been compromised? Place a 90-day fraud alert on the credit report with each credit bureau: Experian: 1-888-397-3742 TransUnion: 1-800-680-7289 Equifax: 1-800-525-6285. Then follow these detailed identity theft recovery steps listed on the Federal Trade Commission's website.

## LOWE'S & AARP HELP CONSUMERS AGE IN PLACE

Which flooring is best for minimizing falls? What aging-in-place modifications do I need to do at home? How can I make my bathroom safer? How can I make all my cooking essentials more accessible?

A collaboration between AARP and Lowe's makes addressing such home modification questions and figuring out the aging-in-place how-to pieces more straightforward for consumers. The bulk – 77% of those over 50 – want to age in their current home, says an AARP survey.

The collaboration entails both education and hands-on help. AARP is creating stories, tips, and videos to explain aging-in-place home modifications and products, and the Lowe's Livable Home initiative features that online educational content, along with practical advice.

In addition, specialists can connect customers with contractors and other professionals to perform the work. Visit <https://low.es/3EYxqqY> to explore the Lowe's site for more info.

