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Experience You Can Trust

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Selling your home or business is a big decision at the best of times. However, this year, with all its turbulence and uncertainty, many homeowners and business owners are understandably nervous about the process.

Most of that anxiety is simply the result of not having the information you need.

If you're thinking of selling for example, you might be wondering: How does it work these days? How do buyers see my property? How long will my property take to sell? How much will it likely sell for?

The more information you have, the less nervous you'll be. In fact, when you have all your questions answered and you know what to expect, you might even feel enthusiastic about moving forward with your plans to list.

So, don't let unanswered questions hold you back from selling your home. Give me a call. I'd be happy to fill you in on what's happening in the local market, answer your questions, and give you the advice you need.

Ready to Buy? Be Ready to Act Fast!

If you have been looking to buy a home in the Denver Metro area recently, you've already realized that it can prove to be challenging. With limited inventory and rising demand, you need to be prepared to act if you find the property that is right for you.



Home buyers need to be ready to quickly take action when they want to purchase a home. That means:

- Be the first to know when a home comes on the market
- Be prepared to make an offer

There are a few steps you need to take to ensure you are ready to act when the perfect home come on the market.

First, make sure that you have an experienced real estate agent who can guide you through the process and provide you with local expertise and industry experience to set up a property search to meet your needs.

Secondly, you need to determine your home search criteria. What are your “must-haves”? Do you need a minimum number of bedrooms and bathrooms, square footage? Do you have a certain neighborhood in mind? What other features of a home and property are you looking for? Make a “wish-list” for your dream home. Make note of which features you are willing to compromise and which are deal-breakers. This way, your real estate agent can work with you to find you the home that best meets your needs.

Next, work with your real estate agent to determine your budget. She will help you answering questions like “how much can I afford?” or “how much will mortgage payments be?”. She will also help you connect with loan officers and mortgage lenders to get you prequalified and preapproved for a home loan.

By going through these initial steps and having these conversations ahead of time, you will be prepared to make a decision quickly and confidently when the perfect home comes on the market and you are ready to make an offer.

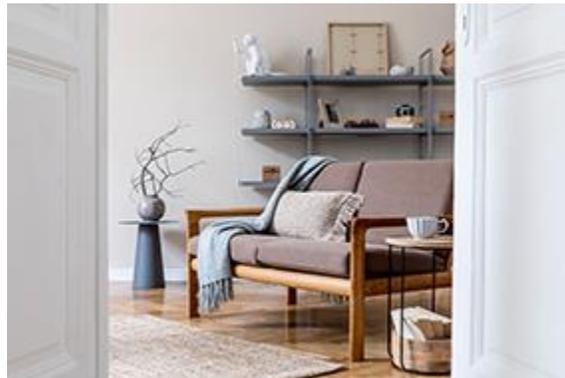
In today's market, sellers are receiving multiple offers on their property, so being

prepared to act quickly will help you get the home you desire.

Need help to prepare for buying your dream home? Give me a call, I'm here to help.

Want to Sell Your House Faster? Make it Anonymous

What do you notice when you visit a model home in a new development? Often, you will find wonderfully furnished and decorated rooms that anyone could live in.



The operative word here is “anyone”.

Sure, there might be a computer screen on a desk in the den, or a child's doll sitting in a corner, but for the most part, all the rooms are anonymous. There is a sense of family, but no specific family... the feeling of personality, but no specific person.

The professionals who set up a model home make it anonymous for a reason. They want buyers to view it as their potential home, not someone else's. These professionals know - based on decades of experience - that this strategy helps sell houses faster and for a better price.

Why not use this same strategy when showing your home?

It's easy. Just put away that soccer trophy, take down the wedding photo, and box those souvenirs from the family vacation at Disneyland. No, you don't have to completely empty your closets and drawers. Just pack those personal items that can be seen when a potential buyer views a room. Put away toothbrushes, collectibles, even unopened mail. Don't forget to clear the fridge door, which is often a mosaic of personal items in family homes.

If you have lots of personal items, consider renting a storage unit for the few weeks that your house will be on the market. It's worth the investment.

You wouldn't think of buying a birthday cake with a stranger's name on it. Keep that in mind when you show your home. Make it anonymous!

Need more ideas for selling your house faster and for the best price possible? Call today.

When it Comes to Offers, it's Not Always about Price

When considering which of two or more competing offers to accept for your home, there is no doubt price will play a huge role. After all, if Offer #1 is \$10,000 higher than Offer #2, that's an enticing difference that puts thousands of extra dollars in your pocket.



However, price isn't the only thing you should think about when comparing multiple offers. There are other factors you need to consider too.

For example, you'll need to think about the impact of any conditions that are in the offer. If Offer #1 is conditional on the buyer selling their current property, then what happens if they don't? You could end up with an offer that dies and be forced to list your home all over again.

In that circumstance, accepting the lower offer may be your best move.

There's also financing to consider. Most sellers will attach a certificate from their mortgage lender to show that they can afford the home and will likely secure financing with little difficulty. If you get an offer where the ability of the seller to get financing is in doubt, that's a red flag.

The closing date is another important factor. Offer #2 might propose a closing date that's perfect for you, while Offer #1 is four weeks later. If you've already purchased another home, you might require a month of bridge financing if you accept Offer #1. There's nothing wrong with that per se, but the costs and additional hassle are factors you should consider.

As you can see, assessing competing offers isn't as easy as it looks.

Notable, Quotable, Quotes!



“Optimism is the faith that leads to achievement.
Nothing can be done without hope and confidence.”

Helen Keller

“Only those who attempt the absurd can achieve the
impossible.”

Albert Einstein

“When I let go of what I am, I become what I might
be.”

Lao Tzu

Not intended to solicit buyers or sellers currently under contract.
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