

Exclusive Information from the Vinny Steo Home Selling Team



VINNY STEO

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Call me TODAY for a
free consultation.

INSIDE:

- Creating Wealth with Real Estate.
- Six Mistakes You and Your Friends Should Know About Before Moving Up.
- What homes are selling for in your neighborhood.
- Your Referrals Help the Kids!



6 MISTAKES TO AVOID When Moving Up to Your Next Home



Unlike the experience of buying a first home, when you're looking to move-up, and already own a home, there are certain factors that can complicate the situation. It's very important for you to consider these issues before you list your home for sale. Not only is there the issue of financing to consider, but you also have to sell your present home at exactly the right time in order to avoid either the financial burden of owning two homes or, just as bad, the dilemma of having no place to live during the gap between closings.

In this Summer edition of InHouse, I outline the six most common mistakes homeowners make when moving to a larger home. Knowledge of these six mistakes, and the strategies to overcome them, will help you make informed choices before you put your existing home on the market.

*Feel free to share these SIX mistakes with anyone you know considering moving up to a bigger home this summer.

1. Rose-colored glasses



Most of us dream of improving our lifestyle and moving to a larger home. The problem is that there's some- times a discrepancy between our hearts and our bank accounts. You drive by a home that you fall in love with only to find that it's already sold or that it's more than what you are willing to pay. Most homeowners get caught in this hit or miss strategy of house hunting when there's a much easier way of

going about the process. For example, find out if your agent offers a Buyer Profile System or "House hunting Service," which takes the guesswork away and helps to put you in the home of your dreams. This type of program will cross- match your criteria with ALL available homes on the market and supply you with printed information on an on-going basis. A program like this helps homeowners take off their rose-colored glasses and, affordably, move into the home of their dreams.

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2. Failing to make necessary improvements



If you want to get the best price for the home you're selling, there will certainly be things you can do to enhance it in a prospective buyer's eyes. These fix-ups don't necessarily have to be expensive. But even if you do have to make a minor investment, it will often come back to you ten-fold in the price you are able to get when you sell. It's very important that these improvements be made before you put your home on the market. If cash is tight, investigate an equity loan that you can repay on closing.

3. Not selling first

You should plan to sell before you buy. This way you will not find yourself at a disadvantage at the negotiating table, feeling pressured to accept an offer that is below-market value because you have to meet a purchase deadline. If you've already sold your home, you can buy your next one with no strings attached. If you do get a tempting offer on your home but haven't made significant headway on finding your next home, you might want to put in a contingency clause in the sale contract which gives you a reasonable time to find a home to buy. If the market is slow and you find your home is not selling as quickly as you anticipated, another option could be renting your home and putting it up on the market later - particularly if you are selling a smaller, starter home. You'll have to investigate the tax rules if you choose this latter option. Better still, find a way to eliminate this situation altogether by getting your agent to guarantee the sale of your present home (see point number 5 below).



4. Failing to get a preapproved mortgage

Preapproval is a very simple process that many home-owners fail to take advantage of. While it doesn't cost or obligate you to anything, preapproval gives you a significant advantage when you put an offer on the home you want to purchase because you know exactly how much house you can afford, and you already have the green light from your lending institution. With a preapproved mortgage, your offer will be viewed far more favorably by a seller - sometimes even if it's a little lower than another offer that's contingent on financing. Don't fail to take this important step.

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5. Getting caught in the “Real Estate Catch 22”

Your biggest dilemma when buying and selling is deciding which to do first. Point number 3 above advises you to sell first. However there are ways to eliminate this dilemma altogether. Some agents offer a Guaranteed Sale “Trade-Up” Program that actually takes the problem away from you entirely by guaranteeing the sale of your present home before you take possession of your next one. If you find a home you wish to purchase and have not sold your current home yet, they will buy your home from you themselves so you can make your move free of stress and worry.



6. Failing to coordinate closings

With two major transactions to coordinate together with all the people involved such as mortgage experts, appraisers, lawyers, loan officers, title company representatives, home inspectors or pest inspectors the chances of mix-ups and miscommunication go up dramatically. To avoid a logistical nightmare ensure you work closely with your agent.

Until next time,

Go Serve Big!!!

Vinny Steo

Broker/CEO

Your Home Sold Guaranteed Or I'll Buy It!* - RE/MAX Community





THE VIP CLIENT – Real Estate Investor Corner

BUILDING WEALTH THROUGH REAL ESTATE



\$449,000

3244 Fait Ave – Canton EOG Multi-Family

\$39,800 Gross Income - 8% Cap Rate



\$320,000

9409 Avondale Rd - Unique, 3-Car Garage

High Rent Location - Positive Cash Flow



\$195,000

612 Harr Park Ct - EOG - Easy Rental

Great Cash on Cash Return

Take Advantage of The Vinny Guarantee
Vinny can GUARANTEE the sale of your home at a price and timeframe acceptable to you, or he'll buy it himself

Learn More: www.TheVinnyGuarantee.com

How to Unlock The Equity in Your Own Home
To Buy 3 Houses for the Price of 1.

Free Over The Phone Consultation with Vinny Steo

Just call 410-793-1616

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Guaranteed Cash Flow or We Pay You the Difference!*

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Call NOW at **410-793-1616**.

*Conditions apply. Call for Details.

We have special financing options available as well as tenants who will rent these homes if you need assistance with that.

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If you know of anyone else who may be interested in building wealth through real estate investing, please pass on my contact info or provide me with theirs.

Thank you!

Vinny Steo

Your Home Sold Guaranteed Or I'll Buy It!*

*Conditions apply

ADDITIONAL INVESTMENT OPPORTUNITIES!!



145 Honeysuckle Drive - Port Deposit

Great Location – Low Rental Inventory!



8721 Hayshed Lane - Columbia

Easy Entry into Investor Market



216 Beaumont Ave - Catonsville

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When you Buy Your Next
Property! Call 410-793-1616**



1310 Dartmouth Ave - Multi-Family

Great Location - Positive Cash Flow

What our Clients have to say...



"We had multiple offers which gave us the leverage we were looking for in negotiating. Lawrence was actually negotiating at my kitchen table right in front of me when presenting the many offers to me, **ultimately petting us \$25,000 over our asking price** and as if that were not enough we also sold our home completely "As is", no Inspections".

-John Graham

"We first sat down with Krissy in early November to go over all our criteria that we were looking for in a house. Once we decided we were ready we hit the ground running. We quickly learned with Krissy's help how competitive the market is! With some guidance, we were able to get our offer accepted at a price we were comfortable with and have the seller help with some of our closing costs. Throughout the process, we had a lot of questions and Krissy was able to help talk us through what to expect and what would be happening next. We are now homeowners and are so excited to start making our house a home!"

- Ielisa Maddison



"When I met Vinny he blew me away with everything he was going to do in order to help me find the right buyer in my time frame and just get it done. He was able to go through my house and give me tips on what we should be focused on to finish our renovations. His team set up the Home Tour and he had 11 buyers that came through within the first hour. **Within 48 hours we had an offer on the table \$10,000 over my list price** and we could close in 30 days. They delivered on every promise that was made."

- Geoffrey Freeman IV

"When we had a chance to purchase a property out of state, we contacted RE/MAX Community team to sell our house in Jopka. They did an initial home tour on a Sunday and within 48 hours of the home tour, we had half a dozen showings and two offers. They were able to guide us towards the best offer with terms in our favor. We are so excited to celebrate the holidays with our property under contract. A big thank you to the entire team from RE/MAX Community!"

- Timothy Thulion & Brandi Thulion



Your Referrals Help the Kids!



As you may have heard, Johns Hopkins Children's Center is front and center in the fight against nasty diseases that destroy or cut short the lives of Children. We are thankful to have such a wonderful facility close by, doing such great work to help heal and save young people.

So even as we are eager to enjoy life, others are simply hoping they can be here to live it. This is why we here at RE/MAX Community have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to Johns Hopkins Children's Center. Our goal is to

This is where you can help!


Who do you know considering making a move you could refer to my award-winning real estate sales team?

For anyone considering a move that we help, you can rest assured that not only will they get the award-winning service we are known for, but that a solid portion of the income we receive from the transaction will go toward a very worthy cause.

I want to make it easy for you to refer your friends, neighbors, associates, or family members considering making a move, so you can pass along our business card to them, I have enclosed a couple here for that purpose. Of course, you can always call me direct as well at **410-793-1616**.

You and your referrals mean more than ever to my team and I. As we move forward in this new season, please know we are extremely thankful for you and you're being a special part of our business.

With all my appreciation,


Vinny Steo

Your Home Sold Guaranteed

Find Out What Homes in Your Neighborhood are Selling For...

FREE SERVICE FOR MARYLAND HOMEOWNERS

You can receive a free computerized printout of recent Home Sales and Current listings in your area mailed to you at NO cost or Obligation

You don't have to talk to anyone. Just call our 24/hr hotline below and leave a message indicating which streets you would like to have information on. You will receive by mail, a computerized printout on each active property for sale or recently sold including the address and photo of the home, a description of key features, along with the list price.

This information will give you a good idea of what your home might sell for if you were to put it up for sale in today's market.

To receive a Free Computerized Area Home Sales Report Call:
(24/hr recorded message)

1-844-243-9419 ID # 1075

Your Home Sold
GUARANTEED
*Or I'll Buy It!**TM

RE/MAX
Community

Call Us Today and Start Packing!

410-793-1616

*Seller and Vinny must agree on price and time of possession