

Exclusive Information from The Almaro Team



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The Almaro Team  
Call me TODAY for a  
free consultation.  
925.216.7720

## 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 sometimes 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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# 6 MISTAKES TO AVOID

When moving up to your next home



## 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 homeowners 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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# 6 MISTAKES TO AVOID

When moving up to your next home



## 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!!!**

Leticia Almaro Nicolini  
& The Almaro Team  
925-216-7720





# THE VIP CLIENT – Real Estate Investor Corner

## BUILDING WEALTH THROUGH REAL ESTATE



**1171 Grapevine Ln**

### Ranch Style Home On Almost a 5 Acres Lot

Reap the benefits of building your multi-generation compound.

Call 925-392-3202 for More Information.



**Castro Valley home...**

### Mediterranean Villa MUST SELL!!!

AIRBNB Potential / Multi-Family Living / Corporate Rentals

Call 925-392-3202 for a Private Showing and More Details.

## Selling?

Your Home Sold **GUARANTEED** Or Leticia will Buy It! \*

*\*some conditions apply*

For more information on my exclusive "Guaranteed Sales" program, visit: [www.GuaranteedToSellProgram.com](http://www.GuaranteedToSellProgram.com)

Or for a **FREE** recorded message call **833-600-0793 ID# 1072**

## Buying?

If You Are Not Satisfied with Your Home Purchase **18 Months After Closing Leticia will Sell It for FREE!** \*

*\*some conditions apply*

For more information on my exclusive "Sell it For Free" program, visit: [www.Sellit-ForFree.com](http://www.Sellit-ForFree.com)

Or for a **FREE** recorded message call **833-600-0793 ID# 1083**

## Cash Flow Cabins



Done For You. Turn Key Real Estate Investment Opportunities in the Great Smoky Mountains!

**Guaranteed Cash Flow or We Pay You the Difference!\***

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

If these homes do not interest you, then contact us about other great investment opportunities anywhere in the United States of America.

Just know the good deals go fast!

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!  
Leticia Almaro Nicolini

\*Conditions apply. Call for Details.

# OUR CURRENT AND COMING SOON LISTINGS

**Refer your friends and neighbors, associates or family members considering making a move and you can earn \$500 or more!**

Sign Up at [www.bit.ly/38x83mo](http://www.bit.ly/38x83mo) to learn more about this amazing offer!



Opportunity Knocks! Pleasant Hill Fixer on 1/3 acre  
A great opportunity to remodel and expand!

**104 McKissick St, Pleasant Hill**

Call 925-392-3202  
for a Private Showing and More Info.



**Awesome Antioch Home  
Coming Soon!**

Beautifully Appointed & Great Location

Call 925-392-3202  
for More Information.



**Elegant Mediterranean Chateau  
Coming Soon!**

Unique details, one of a kind architecture, over  
5000 sq.ft. of living space.

Call 925-392-3202  
for a Private Showing and More Details.



**Your Home HERE Coming Soon!**

We have ready buyers looking for:

- 3 bed, 2 bath home in Dublin, Pleasanton, San Ramon, Fremont to \$1.2M
- 3 bed, 2 bath home in Martinez or Pleasant Hill to \$700K
- 3 bed, 2 bath home in Pinole, El Sobrante, Concord to \$725K



# ADDITIONAL INVESTMENT OPPORTUNITIES!!

**Refer your friends and neighbors, associates or family members considering making a move and you can earn \$500 or more!**

Sign Up at [www.bit.ly/38x83mo](http://www.bit.ly/38x83mo) to learn more about this amazing offer!



## 10 Best Home Buys in Walnut Creek

Free list with pictures of **Walnut Creek Homes** available properties in your specific price range and area.

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## 10 Best Home Buys in Concord

Free list with pictures of **Concord Homes** available properties in your specific price range and area.

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## 10 Best Home Buys in San Ramon

Free list with pictures of **San Ramon Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!



## 10 Best Home Buys in Danville

Free list with pictures of **Danville Homes** available properties in your specific price range and area.

Click [HERE](#) now for a free report!

# What our investment Clients have to say...



“I would just like to say that everyone was great even when I got distracted and annoyed, they kept me in the game and made me feel really comfortable. The Almaro Team was great in assisting me with everything I asked for and needed. Perfect service!”

- Vernon C.

“Leticia and her team are super energetic and capable. They followed the paperwork and kept the ball rolling, leading to a good sale for us. Leticia has a good eye for the marketplace and was able to provide insight on how to best market our property. Leticia got \$100K over asking, which in my view is remarkable. If you have a property that is ready to sell, Leticia is more than capable.”

- David F.



“Leticia was overall, just awesome. She helped me get the house I really wanted and kept the deal alive. She aided in the closing preparation, coordinated the details and represented my best interests in all of the negotiations. I recommend using her the next time you are buying or selling.”

- Michael Z.



“What I appreciated about Leticia, is that she took the time to learn about areas she wasn't as knowledgeable about and she used her great interpersonal skills to get very helpful information about what others were offering and the best ways to win a bid. It worked! We purchased a house! Thank you, Leticia!”

- Eric & Sandra C.



For a FREE Quick Online Home Evaluation Visit: [www.YourQuickHomeValue.com](http://www.YourQuickHomeValue.com)

Or Listen To a FREE Recorded Message At 833-600-0793 ID #5041

# Your Referrals Support Adults with Autism

As you may have heard, **B Walker Ranch** is creating a day program for young adults with disabilities, specifically autism. We are thankful to have such a wonderful facility close by, that will soon be offering commercial farming opportunities in a safe and friendly environment to help young adults learn and grow. This is why, we here at The Almaro Team, are dedicated to do what we can to help.

For homes we sell this year, we are donating a portion of our income to B Walker Ranch. Our goal is to raise another \$10,000 to help them in their quest to Harvest A Sense Of Purpose in these young adults.



**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, have them text **LETY** to **925-392-3202**. Of course you can always call me direct as well at **925-216-7720**.**

You and your referrals mean more than ever to my team and me. As we move forward in this new season and learn how to live with COVID, please know we are extremely thankful for you and your being a special part of our business.

With all my appreciation,

Leticia Almaro Nicolini The Almaro Team



To donate to this worthy cause go to: [www.ReferralsHelpAutism.com](http://www.ReferralsHelpAutism.com) together, we can make a BIGGER difference!

## Recent Client's Stories

### Seller's Story in Antioch

We could not think of anyone else to sell our home but Leticia, who helped us buy it nearly 25 years ago! We raised our 4 children here, lived very happily and peacefully and now it was time to downsize and move closer to our grandkids. Through the years Leticia has been in touch with us and we trusted her to sell our home. Leticia and her team sold our home quickly and \$10,000 over expected price!

**Jesus and Lupe**

### Buyer's Story in Rodeo

We really enjoyed working with Leticia. She is professional, honest and an open communicator. Leticia was very attentive to our needs for buying a home and went above and beyond to meet them.

**Prabh**

We recently bought the home of our dreams thanks to Leticia! She was honest, professional and a very kind soul to work with. Leticia's communication skills made our purchase extremely effortless. We are looking forward to doing more business in the future with Leticia and her team.

**Alam**