

*Exclusive Information from The Almaro Team*



Leticia Almaro Nicolini

 **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



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

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

\*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 by moving to a larger home. The problem is there's sometimes a discrepancy between our heart's desire and our bank account. You drive by a home you fall in love with only to find out it's already sold or it's more expensive than you were willing to pay. Most home buyers 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 "Home-Hunter Service," taking the guesswork out of realizing 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 home buyers take off their rose-colored glasses and, affordably, move into the home of their dreams.

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# 6 MISTAKES TO AVOID

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## 2. Failing to make necessary improvements



If you want to get the best price for your home, there are certain things you can do to enhance its appearance in a prospective buyer's eyes. These fixups don't necessarily need to be expensive. Even if you make a minor investment in the money you spend, it will come back to you ten-fold in the price you're likely to get when you sell. It's very important these improvements be made before you put your home on the market. If cash is tight, investigate an equity loan you can repay upon closing.

## 3. Not selling first

Consider selling before you buy. This way you won't find yourself at a disadvantage negotiating your sale, feeling pressured to accept an offer below market value just 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 to the buyer's sales contract giving you a reasonable time period to find a replacement home. If the market is slow and you find your home is not selling as quickly as you anticipated, you could rent out your home and put it on the market later. 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



A preapproval is a very simple process that many home buyers fail to take advantage of. While it doesn't cost or obligate you to anything, having a preapproval letter gives you a significant advantage when you make an offer on a home because you know exactly how much you can afford and you have the green light from your lender. With a preapproved loan, 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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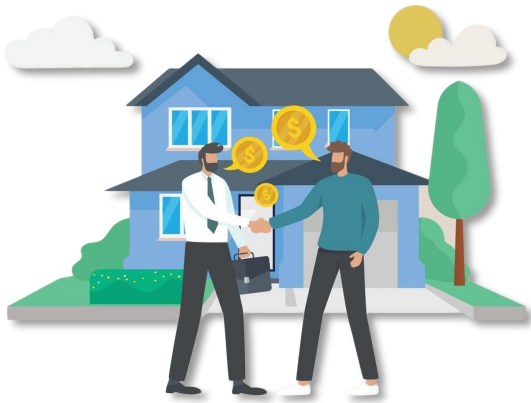
# 6 MISTAKES TO AVOID

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 takes the problem away 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, we will buy your home from you so you can make your move free of stress and worry.



## 6. Failing to coordinate closings

With two major transactions to coordinate at the same time 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



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Reap the benefits of building your multi-generation compound.

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### Mediterranean Villa MUST SELL!!!

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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  
24 Months After Closing Leticia will Sell It for  
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\*Some conditions apply

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

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*\*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.

If these homes do not interest you, then contact  
us about other great investment opportunities.

Just know the good deals go fast!

If you know of anyone 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

*Leticia*



# 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!



## Charming San Jose Home

4 Bedrooms, 3 Bath, Approx. 1,787 sq. ft. Lovingly maintained, this home is move-in ready! Call 925-392-3202 for a Private Showing and More Details.



## Awesome Homes in Bethel Island

Remodeled, 3 beds, 2 baths  
Don't miss this opportunity to step into your dream home! Call 925-392-3202 for a Private Showing and More Details.



## Elegant Mediterranean Chateau

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:

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- 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

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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.

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## 10 Best Home Buys in Danville

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

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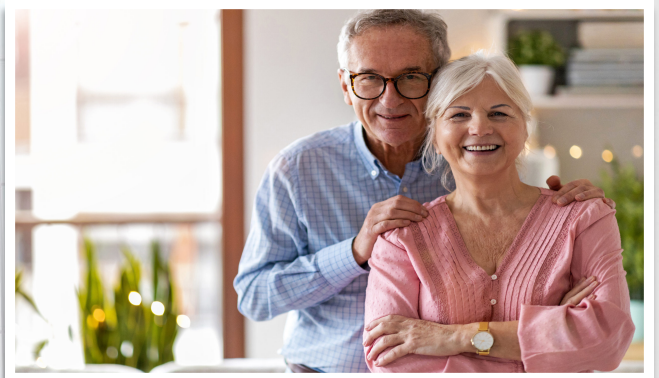
# WHAT OUR INVESTMENT CLIENTS HAVE TO SAY...

*"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.



# 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 those with autism. We are thankful to have such a wonderful facility close by, being built and soon to be offering full time programs to young adults, learning farming and life skills in a safe and nurturing environment. This is why we, at the Almaro Team have resolved 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 our award-winning real estate sales team? For anyone you refer, rest assured they will not only get the award winning service we're known for, but a solid portion of the income we receive from the sale will go towards a very worthy cause.

I want to make it easy for you to refer your friends, neighbors, associates and family and to pass along our my business card; Simply have them text LETY to 925-392-3202. Of course, you can always call me directly at 925-216-7720.

You and your referrals mean more than ever to me and my team. We are extremely thankful for your business.

With all my appreciation,

A handwritten signature in black ink that reads "Leticia".

Leticia Almaro Nicolini  
& The Almaro Team  
Your Home Sold Guaranteed Realty

BENEFITING



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**