

At first, it sounds like a problem any seller would love: Your client's home sold after only days on the market. While a quick sale is a reason to celebrate, the challenge comes when it happens before your client can find a new home.

Still, the upsides of a speedy home sale outweigh the inconvenience of possibly being in-between homes: Less drama, achieving your client's asking price (or more), and being able to consider multiple offers to find the best buyer for your clients home.

A savvy agent can gain listings by understanding all the in-between options for their clients and educate clients on these options.



Ask about a contingency clause. Ordinarily, buyers find such clauses to be off-putting because it creates a lot of uncertainty in their own timelines. However, when demand is very strong like it is now, there may be a buyer out there who has a more flexible timeline for their move. (For instance, a family in the market for a home but doesn't want to move until the new school year starts).



Consider a bridge loan. One of the reasons sellers panic about being in-between homes is dipping into their savings to cover the unanticipated living expenses, especially as the sale is pending on their current place. A bridge loan is a short-term loan that can cover your seller in this instance. The downside is that these loans often have higher interest rates and quicker repayment periods.



Look for a "vacation" rental or corporate housing. While the seasonal vacation rental market is projected to pick up as travel rebounds following all that 2020 brought, these rentals weren't going as quickly as annual rentals. In other words, there are more options to be found, often at prices lower than they'd traditionally go for. Look out for deals for off-peak rentals especially. Another option is corporate housing since they typically offer more flexibility as your clients settle into their new area. Both vacation rentals and corporate housing tend to be furnished, so if your client's furniture is in storage until they are able to buy, they'll be comfortable the whole time.



Add rentals to your home search. Your clients, with your help, should look at the complexes in your area to get a sense of their availability and price, just in case. They may find a rental that offers amenities such as a pool or workout room that peak their interest, or other may just like the idea of not having to manage all the home upkeep for a short time



**Outstanding Agents
Outstanding Results®**



Mill Creek & Everett - remaxtc.com