

# Sure, You Can Sell Your House Now, But Can You Find a New One?

The hardest part about today's tight real estate market can be coordinating the sale of your current home with the purchase of your replacement home.

Most of us can't buy our replacement home without selling our current home, and we can't expect to get a contract on that replacement home if our current home isn't at least under

contract and past the all-important inspection objection deadline.

None of us wants to end up homeless as a result of selling our current house without finding a home to buy. With good rentals nearly as hard to find as homes for sale, that could be

a real possibility!

So, how do you make it work for you? Over the years, I have guided clients through exactly this kind of dilemma, and here are some of the ways we made it work.

First of all, I make sure the seller is willing to price their current home so that it will sell. An overpriced home can fail to sell, even in a seller's market.

With that understanding in place, we make sure that the house is *ready* to sell — that any deferred maintenance items are handled, the house is de-cluttered, and the family situation allows for easy showing.

Then we set about finding a house to buy. Sometimes the seller has already identified the house they want to buy. The trick is getting it under contract before it sells to

someone else. With homes selling quickly, it may not be possible to find a house and get your current house under contract in time to submit a contract on the new home.

If, however, you can find a house that is for sale but not on the market — for example, a home that was withdrawn without selling last year — then it's possible that the seller would accept an offer contingent on the sale of your current home.

That's exactly the scenario which played out successfully last month for one of my clients. The seller was planning to put their home back on the MLS in May, and that gave my buyers the time they needed for me to list their home and get it under contract. Mission accomplished!

Another buyer wanted to sell their home first, but was able to make a non-contingent offer on their replace-

ment home by using IRA and other resources as "proof of funds" for a cash offer. Once under contract for their new home, we put their current home on the market and got it under contract in time to use the proceeds from that sale to buy the new home without using those other funds. (If he had needed to withdraw funds from his IRA, I learned that he could redeposit them without penalty if he did so within 60 days.)

You'd think that no seller would accept an offer contingent on the sale of a home that isn't even on the market yet, but last year I proved that wrong for three buyers — and I was on the *seller's* side of the transaction. In each case, I was able to determine that the buyer's house would sell right away, and I was right. In each case, both transactions proceeded to a successful closing.

## REAL ESTATE TODAY



By **JIM SMITH**,  
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## Here's Why All Traffic Is Stopped at RTD Intersection for 80 Minutes/Day

There are 80 arrivals and 80 departures of light rail trains from the Golden terminus every weekday. Each of those 160 crossings of Johnson Road is *pre-*



*ceded* by a 30-second period in which traffic is stopped in all directions to allow any cars that may be on the tracks to get out of the way of a coming train. In the past year of light rail operations, however, I have never seen a single car that was stopped on or past the tracks.

The requirement to have this "flushing" time came about because of train collisions with cars, trucks and school buses in other locations where a rail line closely parallels a highway. However, trains in those locations are very long and traveling at high speeds — unable to stop if the conductor sees a vehicle on the tracks.

Even if there were a car on the tracks after the gates come down, light rail trains are traveling 10 mph at this crossing and could stop quickly. It is not right to apply the 30-second rule at this intersection. It causes unnecessary traffic back-ups.

## This Week's Featured New Listing

### Fabulous West Woods Home Backs to Golf Course

There are some fine homes backing to the West Woods Golf Course, and this home at **6969 Poppy Court** is one of them, backing to the 17th green. In this picture, notice the sand trap in the foreground. The Ralston Creek Trail meanders through the golf course behind this home, extending 14 miles from Highway 93 in the west to the Clear Creek Trail in the east. You will enjoy entertaining or just relaxing on the Trex deck with its retractable awning overlooking the creek and golf course. The home's 3,302 sq. ft. of finished space includes 3 bedrooms and 3½ bathrooms. The insulated 3-car garage has 220-volt service. The home is at the end of a short cul-de-sac across from a nature preserve. Listed by Karon Hesse. Open Sunday, Mar. 16th, 2-4 p.m.



Take a Narrated Video Tour at [www.WestWoodsHome.info](http://www.WestWoodsHome.info)



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