



10 REASONS TO SELL

- 1. Risk of Foreclosure.** This is listed as number one because around 1/3 of all sales in today's current market are distressed properties. Many homeowners find themselves in mortgages they cannot afford, whether due to job loss or to rising monthly payments. It is far better for their credit score to sell or short sale *before* they are foreclosed upon.
- 2. Job Loss.** This goes hand in hand with number one. If you have lost your job but are still not behind on your mortgage payments, now could be a good time to take a pre-emptive strike to avoid foreclosure.
- 3. Relocation.** Relocation makes it necessary for many homeowners to pull up roots and move. These homeowners, especially members of the military on orders to relocate, sometimes find themselves needing to sell in a hurry. Some decide they want to be closer to family and will choose to move closer to relatives especially for children to be near grandparents.
- 4. Healthy Seller's Market.** You won't find this trend in most of the nation. In fact, most areas of the nation are still experiencing lukewarm sales and depressed home values. There are, however, spots that are hot beds of activity. These homeowners may wish to sell to make a profit or to avoid the risk of attempting to sell later in a down market.
- 5. Downsizing.** Now that the children have grown and moved out of the house, you are faced with empty nests and changes of pace. Retirement is one step closer and you like the idea of a smaller and more manageable home or the prospect of moving to an active-adult community. Also, the thought of continued maintenance of a home can be daunting and would rather travel. Any of these changes could convince homeowners to sell.
- 6. Dream Home.** It's a great time to buy. Home values are affordable and interest rates are at historic lows. If a homeowner has a solid amount of equity in their current home, it may be a good time so sell and move up to their dream home. With a growing family, it may be time to upgrade from your starter home to a bigger one especially if your budget now allows it.
- 7. Changing Locations.** A downtown loft may have been a perfect choice for a young bachelor, but as a family evolves and children enter the picture, a move may be needed

for a more family-oriented community and good school districts. Commuting distance can also come into play with preferring smaller driving time to work.

- 8. Need Money.** Your home can be one of your biggest assets. If you are in need of some liquid money, selling your home can free up cash.
- 9. Investors.** There are investors that may sell to avoid taking further losses on already depreciated values. They may also sell flipped houses in order to make a quick profit.
- 1. Family Needs.** Sometimes a move is necessary in order to deal with family matters. An ailing parent or grandchildren in need may prompt a move.

