

# *Determining Your Real Estate Goals*

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*Sometimes selling your home may not be the only (or the best) option for you depending on your long and short-term real estate goals. When you have a knowledgeable, experienced real estate consultant we can help show you all the options that are available to you and how they could benefit you.*

## Options May Include:

***Selling Your Property.*** Sometimes you just need to sell your property, and unfortunately that may not happen the first time you list it for sale. Let's visit about why it may not have sold, make necessary corrections and get it back on the market with a customized marketing plan to get it sold.

***Short Selling Your Property.*** If you are having trouble making the mortgage, tax, association payments, facing foreclosure, owe more than you can sell your home for or must relocate immediately whether your home sells or not then you may be a candidate for a short sale, also referred to as pre-foreclosure sale. Your lender does not really want to own your home, that's not their goal, so they may agree to accept less than what is currently owed on the note to not have to incur expensive foreclosure costs. Currently in the financing world lenders look at short sales more favorably on your credit report than a foreclosure and say you may be able to reapply for another mortgage in as little as two years as opposed to the seven usually required for a foreclosure. I am a certified Short Sale and Foreclosure specialist with the coveted SFR designation meaning I have had the most up-to-date training available currently for the real estate industry in this new and specialized area. Even if the foreclosure is looming close - it still may not be too late!

***Leasing Your Property.*** Maybe your neighborhood has experienced a recent decline in property values so now is not the best time for you to sell. The leasing market is very hot right now and may allow you to "cover" your mortgage and wait for a better time to sell in the future. Or maybe the investment option of gaining equity in a property without making the payment yourself is appealing to you. Our team can help with our leasing and/or property management services.

These are some of the most common options used by sellers to achieve their real estate goals, but it is not all of them. Call me to schedule an appointment to discuss your specific situation and goals and let's see what we can do.

*How will you know if we can help, unless you call?*

*The* **MARR** *Team*

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*Buying - Selling - Leasing - Property Management  
New Construction - Investment and Distressed Properties*