THE SUCCESSFUL CONTINGENT SALE PLAYBOOK

INSIDE THIS GUIDE YOU'LL DISCOVER:

- Prep your home so sellers take you seriously
- Price smart to stay financially safe
- Find homes open to contingent buyers
- Write offers that win seller confidence
- Line up closings for a smooth move

WHY I CREATED THIS FOR YOU:

Most people don't wake up one morning and decide to move. It usually starts with the signs:

- *Your house feels too small for your growing family.*
- *Or too big now that the kids are out.*
- *The commute or location doesn't fit your lifestyle anymore.*
- *You want to downsize, save money, or simplify.*

AND THEN THE FEARS CREEP IN:

- *"What if I end up with two mortgages?"*
- *"What if I have to settle for a house I don't love?"*
- *"How do I even get a contingent offer accepted?"*
- *"What if the timing doesn't work out and I'm left without a home?"*

That's exactly why I created this playbook—so you have a clear, step-by-step ***roadmap to make it happen without the stress***.

THE PLAYBOOK STEPS:

Step 1: Get Clear on What You Want
Define your must-haves, deal-breakers, and “nice to haves” so you don’t feel rushed into settling.

Step 2: Prep Your Current Home Early
Declutter, repair, clean, and stage now—so you’re ready to launch your listing the moment you find the right home.

Step 3: Know the Numbers for Selling
Plan with conservative pricing, not best-case. I’ll run both scenarios and calculate your estimated net proceeds.

Step 4: Know the Numbers for Buying
Your lender is a key teammate. Together, we’ll review financing and payments so you know exactly what you can afford—and strengthen your offer in the process.

Step 5: Target the Right Homes
Skip the hot, just-listed properties. We'll focus on homes that have been sitting slightly longer, where sellers are more open to contingent buyers.

Step 6: Write a Strong Offer
Clean contingencies, proof your home is ready, and flexible timing. I'll negotiate to have the seller take their home off the market while you list yours.

Step 7: Launch Your Listing Aggressively
Once your offer is accepted, we list your home at an aggressive price with my full marketing plan (photos, video, social media, website exposure).

Step 8: Coordinate Closings & Possession
I'll align both closings and negotiate possession so you don't end up in limbo. Rent-back if we need it.

Step 9: Keep Everything on Track
I'll handle communication between all parties—agents, lenders, inspectors, title—so you can focus on your move, not the stress.

CLIENT TESTIMONIAL:

"Liz is absolutely the best! She was with me every step of the way buying a new house & selling my old. The whole process was non stressful. I knew I was in good hands to make sure everything was handled efficiently & properly."

Lisa D.

A contingent sale is one of the trickiest moves in real estate. Not every agent knows how to navigate it, and the truth is—without the right strategy, it can fall apart fast

Here's what I bring to the table:

- Experience you can trust — I've guided clients through buying and selling at the same time many times, and I know the common pitfalls (and how to avoid them).
- A proven system — My playbook isn't theory. It's the exact step-by-step process I use to help my clients land the home they want while getting their current home sold quickly.
- Lender partnerships — I work closely with trusted lenders who know how to structure financing that makes contingent offers stronger and more attractive to sellers.
- Aggressive marketing — When it's time to sell your home, my full marketing plan (professional photos, video, social media, targeted campaigns) is designed to create immediate buzz and strong offers.
- Clear communication — You'll never be left wondering what's next. I coordinate with all parties—agents, lenders, title, inspectors—so everything moves smoothly.
- Advocacy and strategy — My job is to protect your interests, negotiate the best terms, and make sure you don't have to settle for a home that isn't right for you.

Bottom line: Contingent sales are complex, but with me as your guide, you'll have a clear plan, a trusted teammate, and the confidence to move forward.

READY TO MAKE YOUR MOVE?

LET'S CREATE A CUSTOMIZED STRATEGY FOR YOU.

The first step is easy—let's sit down and talk through your goals. I'll walk you through your numbers, connect you with a trusted lender, and build a personalized game plan that works for you.

SCAN THE QR CODE

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Sometimes the only thing between you and your next home is a clear strategy.