

Move-Up Buyer's Guide

Presented by Shibumi Real Estate

What Is a Move-Up Buyer?

A move-up buyer is a current homeowner seeking a property that better aligns with evolving needs such as increased space, improved location, or lifestyle changes.

1. Should You Buy or Sell First?

Your decision depends on market conditions and financial position. Buying first may work if your home will sell quickly; otherwise, selling first can reduce financial risk.

2. Determine the Scope of Your Move-Up

Evaluate how significant of an upgrade you want while accounting for commissions, closing costs, and moving expenses.

3. Clarify Your Motivation

Identify key life changes driving your move, such as family growth, career changes, or lifestyle preferences.

4. Evaluate Your Current Neighborhood

Determine what you value and whether staying nearby or relocating better fits your goals.

5. Assess Your Current Home

Use your experience to identify must-have features and improvements for your next home.

6. Define Your Space Requirements

Focus on functional space such as bedrooms, storage, or recreational areas.

7. Consider Your Desired Lifestyle

Choose a home that aligns with your preferred level of maintenance and convenience.

8. Establish a Realistic Budget

Ensure your next home fits your financial comfort zone, including taxes and maintenance costs.

9. Prepare Your Current Home for Sale

Proactively prepare your home to maximize value and reduce time on market.

10. Evaluate Market Timing

Consider whether now is the right time financially or if waiting would be more beneficial.

Conclusion

Moving up requires thoughtful planning and expert guidance. With the right strategy, you can confidently transition into your next home.