

THE GEORGIA REAL ESTATE
ESSENTIALS SERIES

SMART MOVES



HOW TO TIME YOUR
GEORGIA HOME SALE
JUST RIGHT



RON CORBIN
ADDISON CORBIN

THE CORBIN REAL ESTATE TEAM

Smart Moves: How to Time Your Georgia Real Estate Transaction Just Right

Buy, sell, and relocate with confidence—without the panic, overlap, or missed opportunity.

By Ron Corbin & Addison Corbin

The Corbin Real Estate Team

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About This Series

The Georgia Real Estate Essentials Series

By The Corbin Real Estate Team – Ron & Addison Corbin

Buying or selling a home in Georgia is a big decision—and for most people, it’s the biggest financial move they’ll ever make. But too often, the process feels overwhelming, confusing, or just plain frustrating.

That’s why we created this book series.

At **The Corbin Real Estate Team**, we’ve spent years helping Georgia families buy and sell homes with clarity, confidence, and a winning strategy. These books are designed to give you straight answers, practical advice, and a few inside tips—no sales fluff, no confusing jargon.

Each guide in the *Georgia Real Estate Essentials Series* focuses on a specific moment or challenge in your real estate journey. Whether you’re buying your first home, prepping for a fast sale, inheriting a property, or recovering from an expired listing, we’ve got your back.

We wrote these books to:

- Help you make informed, confident real estate decisions
- Show you exactly what to expect at every step
- Share the smart strategies we use every day with our own clients
- And yes—if it feels like a good fit, we’d love the chance to work with you too

This isn’t just another real estate guide. It’s a Georgia-specific playbook, written by two brokers who live here, work here, and know how to get homes sold in *your* neighborhood.

Let’s get to it.

— Ron & Addison Corbin

The Corbin Real Estate Team

Core Real Estate Series – For Every Buyer & Seller

1. **Selling Smart: How to Sell Your Georgia Home Fast & for Top Dollar**
Your complete guide to getting the most for your home—without stress or surprises.
 2. **The Georgia Home Buyer's Handbook: What to Know Before You Buy**
Avoid costly mistakes and buy with confidence in the Peach State.
 3. **Back on the Market: How to Sell Your Georgia Home After It Didn't Sell the First Time**
Learn why your listing expired—and how to get it right the second time around.
 4. **From FSBO to Sold: Why Georgia Homeowners Hire the Right Agent (Eventually)**
The honest truth about going it alone—and what to do when it's not working.
 5. **The Ultimate Guide to Georgia Real Estate: From Search to Sold**
An all-in-one resource for navigating the Georgia market like a pro.
 6. **Smart Moves: How to Time Your Georgia Real Estate Transaction Just Right**
Buy, sell, and relocate with confidence—without the panic, overlap, or missed opportunity.
 7. **The Georgia Land Guide: Buying and Selling Lots, Acreage, and Rural Property the Smart Way**
A practical guide to buying, selling, and evaluating Georgia land—from zoning to perc tests and everything in between.
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Life Events Series – Emotional & Transactional Guidance

8. **Selling Your Georgia Home in a Divorce: A Clear Plan for a Clean Break**
Navigate the legal, emotional, and financial complexities of selling during a split.
 9. **Inherited Property in Georgia: What to Do When You've Inherited a Home**
Probate, prep, pricing, and peace of mind—your guide to selling a home you didn't plan to own.
 10. **Downsizing in Georgia: How to Right-Size Your Life Without the Stress**
Smart steps for selling your current home and moving into a lifestyle that fits.
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Lifestyle-Based Guides

11. **First-Time Buyer in Georgia? Start Here**
Everything a Georgia first-timer needs to know—from financing to keys in hand.
 12. **Your Empty Nest, Your Next Nest: A Georgia Homeowner's Guide**
Guidance for empty nesters ready to sell, relocate, or reimagine their next chapter.
 13. **Relocating to Georgia? A Welcome Guide for Newcomers**
From neighborhoods to contracts—what new residents need to succeed in Georgia.
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Investor & Upscaler Series

14. Real Estate Investing in Georgia: Buy, Rent, Profit

Learn the Georgia-specific rules, risks, and rewards of building your portfolio.

15. Upgrade Without the Overwhelm: Selling & Buying Simultaneously in Georgia

Juggle both transactions like a pro—without losing your sanity or your equity.



Home Prep & Marketing Mini-Guides

16. Stage, Snap, Sell: Prepping Your Georgia Home for a Hot Market

Declutter, stage, and photograph like the pros—for faster, stronger offers.

17. Real Estate Red Flags: What Georgia Buyers Should Watch For

Avoid costly surprises with a keen eye for common listing issues.

18. Your Home's Secret Value: Small Upgrades, Big Return

Budget-friendly improvements that boost appeal and ROI in Georgia markets.



How the Corbin Team is Different - Bonus Titles

19. Behind the Sale: What Georgia Real Estate Agents Really Do for You

A transparent look at how agents earn their keep—and protect your interests.

20. From For Sale to Sold: How We Help Georgia Homeowners Win

Real-world results from the Corbin Team playbook.

21. Our Georgia Real Estate Playbook: How Addison & Ron Get Results

The tools, timelines, and strategies that set our team apart.

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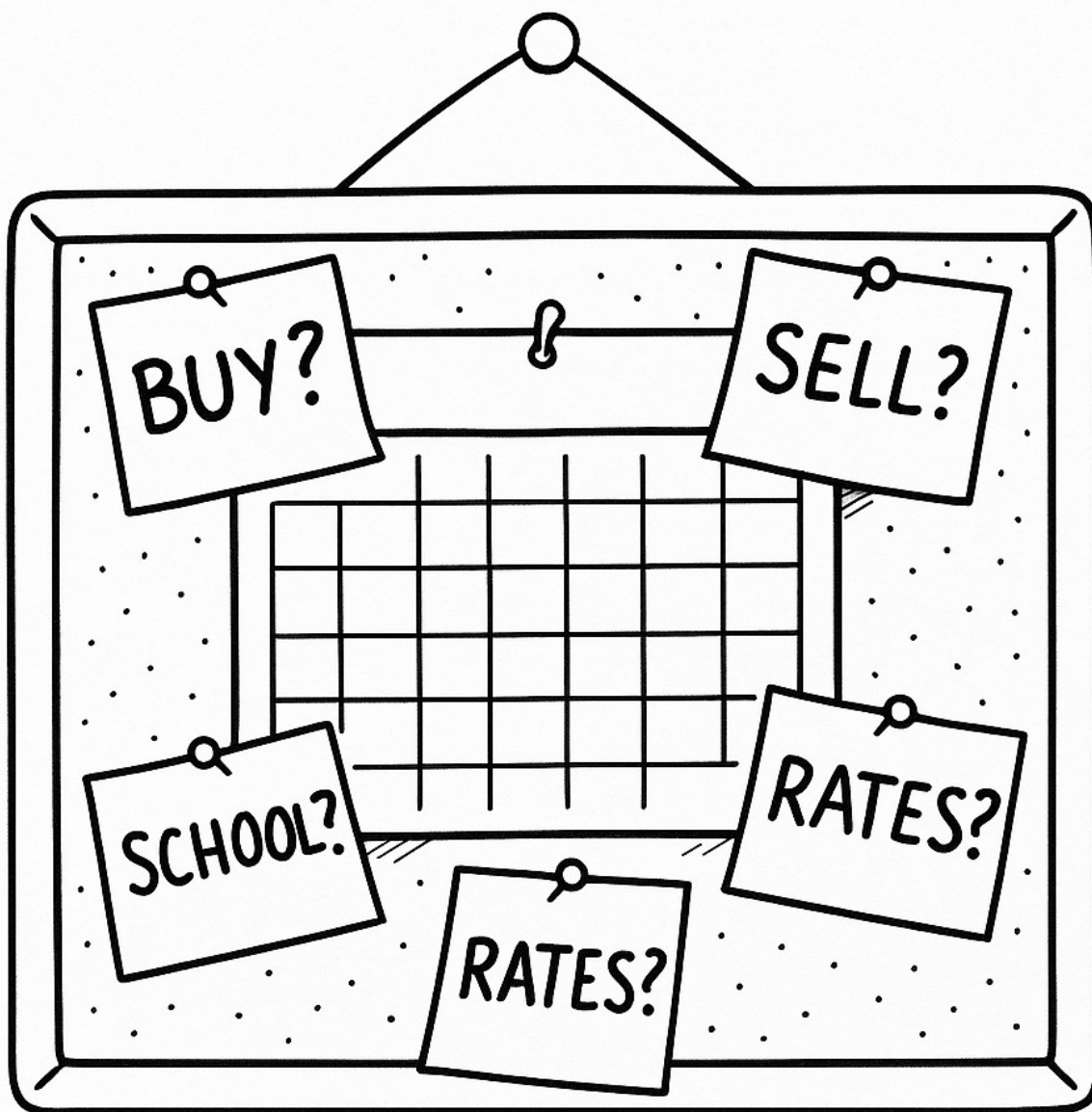
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Preface

Why We Wrote This Book

Because in Georgia Real Estate, Timing Isn't Everything—But It's Close.

Almost every client asks us the same question at some point:

“Is now a good time to buy or sell?”

It's a fair question—and a complicated one.

Some are watching interest rates. Others are watching home prices. Many are watching the clock because of life transitions like job changes, school calendars, or new family plans. The problem is, most people approach timing as if there's a secret answer out there... and they just haven't found it yet.

We wrote this book to clear the fog.

Because in Georgia real estate, success isn't about *guessing the market*—it's about **understanding your options, crafting a smart timeline, and making confident moves when the moment is right for you.**

Whether you're a first-time buyer, a move-up seller, a relocating family, or just someone trying to avoid a double move (or double mortgage!), this guide is for you.

It's not about being lucky with timing—it's about being *strategic* with timing.

Let's get into it.

— Ron & Addison Corbin

The Corbin Real Estate Team

WAITING FOR THE PERFECT TIME



Chapter 1

The Myth of Perfect Timing

There's No Magic Window—Just Smart Planning

“Should I wait for the market to cool off?”

“Should I sell now before rates go up?”

“Should I hold out for spring?”

“Should I time it with the school year?”

The truth is, real estate timing isn't about perfection. It's about **positioning**. And in Georgia, where the market can shift from hot to not in a single quarter, waiting for "perfect" often means missing what's possible *right now*.

What Most People Get Wrong About Timing

Let's start with a myth:

There's a single best time to buy or sell—and everyone just needs to find it.

Not true.

In reality, the *right* time for you depends on a mix of:

- Your goals (downsizing, upsizing, relocating)
- Your finances (are you ready to act if the right home comes up?)
- Your flexibility (do you need to sell first or can you float both?)
- The local micro-market (your neighborhood isn't the same as Georgia overall)

Trying to time your move based on national headlines or fear of missing out often leads to rushed decisions—or costly hesitation.

“But What About the Market?”

Yes, the market matters. But remember:

- Even in a hot market, some homes sit while others sell overnight.
- Even when rates are high, homes still move—and smart buyers find the edge.
- Even when inventory is low, there are timing strategies that can work for *you*.

The secret isn't waiting for a “better market.”

It's knowing how to work the *current* one.

Timing Is About Leverage, Not Luck

The goal isn't just buying or selling—it's doing it under the right conditions *for you*.

For example:

- Selling in a seller's market might sound great—but not if you're buying into the same frenzy.
- Buying in the off-season might mean less competition—but it might also mean fewer good options.
- Waiting might feel safer—but it might cost you more if rates or prices change.

That's why **smart timing** = **strategic planning**, not market watching.

What We'll Show You in This Book

This isn't about convincing you to buy now or sell tomorrow. It's about giving you the tools to:

- Understand the Georgia market's natural rhythms
- Decide whether to buy or sell first (and how to do both with less stress)
- Navigate contingent offers, short-term housing, and rate changes
- Create a custom plan that fits *your* life—not someone else's opinion

You don't need perfect timing.

You just need smart moves.

Coming up next: **Chapter 2 – How the Georgia Market Moves**

We'll break down the actual rhythms of the Peach State real estate calendar—so you can plan around them, not get run over by them.

HOW THE GEORGIA MARKET MOVES



Chapter 2

How the Georgia Market Moves

Understanding the Real Estate Seasons—and How to Work With Them

In Georgia, real estate doesn't just move in waves—it moves in *seasons*. And if you understand those rhythms, you can plan smarter, stress less, and position yourself for better outcomes—whether you're buying, selling, or both.

This chapter will show you how the market flows throughout the year, what to expect in different price points and regions, and how to use timing to your advantage.



The Annual Rhythm: Georgia's Four Real Estate Seasons

Every year in Georgia, the market tends to follow a predictable pattern. It's not a guarantee, but it's close enough that it should inform your planning:

Spring (March–May)

🔥 *High activity, high competition, high prices*

- Inventory surges as sellers list for the “hot market”
- Buyers come out strong (especially families wanting to move before school starts)
- Multiple-offer scenarios are common
- Homes that show well and are priced right often go under contract in days

💡 *Best for sellers who want top dollar and are ready to move fast.*

Summer (June–August)

☀️ *Still busy, but beginning to cool*

- Buyer fatigue sets in for some
- Inventory remains decent, but starts tapering off by late July
- Sellers who missed the spring rush may get more flexible
- Showings slow down during peak vacation times

💡 *Good time for buyers looking for motivated sellers or less competition.*

Fall (September–November)

🍁 *Quieter, but still active*

- Back-to-school routines slow down buyer activity
- Fewer listings, but also fewer buyers—can mean more balanced negotiations
- Homes that have lingered may be overpriced or in need of updates
- Serious buyers often find good deals in September and October

💡 *A sweet spot for buyers who don't mind smaller selection and want leverage.*

Winter (December–February)

❄️ *Slowest season—on the surface*

- Fewer listings hit the market

- Many buyers and sellers pause for the holidays
- But serious buyers and sellers are *still out there*
- Corporate relocations often happen in Q1, creating unique opportunities

💡 *If you're motivated and ready, winter can offer less competition and faster timelines.*

📌 Georgia-Specific Market Nuances

Metro Atlanta and surrounding areas don't all move at the same pace. Here are a few regional notes worth knowing:

- **Cumming** and North Fulton markets tend to be **school-driven**, with most activity peaking before August.
- **McDonough** and South Metro markets may have **slightly slower cycles**, but good value and strong growth keep them active year-round.
- **Rural and exurban areas** often experience a **slower burn**, with longer listing times but steadier pricing.
- **Intown neighborhoods** (like East Atlanta, Decatur, and Kirkwood) can move fast year-round due to urban appeal and investor activity.

Local trends always override national headlines. That's why timing your move means looking at *your market*, not just "the market."

📊 Timing Is More Than Just a Season

Remember, seasonality is one part of the equation. You should also factor in:

- **Interest rate trends**
- **Personal deadlines** (job start dates, school calendars, lease endings)
- **Market shifts** (like low inventory or economic changes)
- **Your readiness** (financial, emotional, and logistical)

A well-timed move isn't just about the calendar—it's about aligning the market, your goals, and your strategy.

💡 What This Means for You

If you're buying:

- Know that *spring offers the most options*—but also the most competition.
- *Fall and winter may give you more negotiating power*—if you're patient.

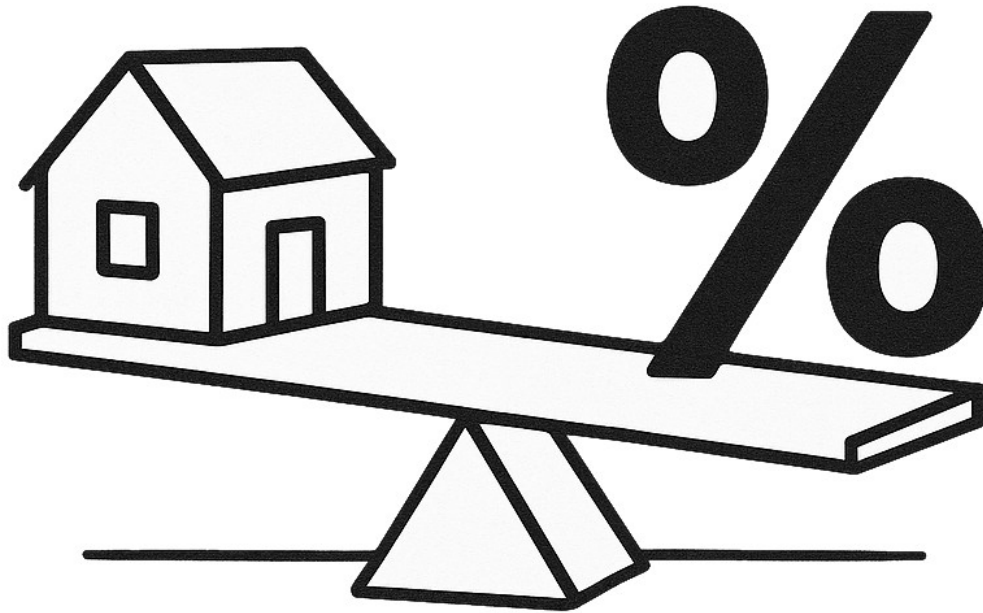
If you're selling:

- *Spring and early summer are ideal* for top-dollar sales—but only if your home is market-ready.
- *Late summer and fall can still work*, especially if you price strategically and market aggressively.

Up next: **Chapter 3 – What Interest Rates Are Really Telling You**

We'll break down how rates impact timing, affordability, and decision-making—and how to avoid letting headlines scare you into the wrong move.

WHAT INTEREST RATES ARE REALLY TELLING YOU



Chapter 3

What Interest Rates Are Really Telling You

How to Read the Market Without Freaking Out

Interest rates can feel like the stock market—up, down, unpredictable, and out of your control. But understanding how they work, how they impact your buying power, and how to use them to your advantage is one of the smartest things you can do when timing a move in Georgia real estate.

In this chapter, we'll demystify the role of interest rates in real estate, explain how they influence both buyers and sellers, and help you avoid analysis paralysis.



What Are Interest Rates, Really?

In short: your interest rate is the cost of borrowing money.

When rates are low:

- Your monthly mortgage payment is lower
- You can afford “more house” for the same payment
- The market often gets busier (because more buyers can qualify)

When rates are high:

- Monthly payments increase
- Buying power decreases
- Some buyers step back—slowing competition

In Georgia, we’ve seen rates swing dramatically in recent years—from below 3% to over 7%—and the shift has been *felt* by everyone.

The Truth Most People Don’t Realize

It’s not the **rate** that matters most—it’s the **payment**.

Buyers often hear “rates are high” and assume they’re priced out. But when you work with a local lender and agent, you can:

- Shop for creative loan options (ARMs, buydowns, grants)
- Adjust your budget or location slightly
- Time your purchase around promotions or seller incentives

Meanwhile, waiting too long for rates to drop can backfire. When rates fall:

- Demand surges again
- Home prices often rise to meet that demand
- You might end up paying more overall—even with a lower rate

Example: Buying at 6.5% vs. Waiting for 5.5%

Let’s say you’re buying a \$400,000 home in Georgia.

At 6.5%, your monthly principal & interest might be ~\$2,500.

You hesitate, waiting for rates to drop. Six months later, rates fall to 5.5%—but prices jump, and now the same home costs \$435,000.

Even with the lower rate, your payment is still similar—and you now need a larger down payment and loan.

Moral of the story: Sometimes, **acting in the right market** matters more than chasing the “perfect” rate.

Rate Locks, Pre-Approvals, and Strategy

When rates are volatile (like they've been recently), we often recommend:

- **Getting pre-approved early** to understand your current buying power
- **Working with a lender who offers “rate lock” options** (some allow you to lock a rate now and float it down later)
- **Exploring buydowns**, where sellers pay points to reduce your rate for the first 1–3 years

Many Georgia builders also offer rate incentives through preferred lenders—and we help clients find those deals when they're available.

Refinance Later, Buy Right Now

You've probably heard the saying:

“Marry the house, date the rate.”

It means if you find the right home, in the right location, at the right price—you **can always refinance later** when rates drop. But you can't always go back and re-buy that same home at today's price.

We've worked with buyers who locked in homes they loved, then refinanced 12–18 months later when rates improved—and ended up in an even better financial position.

What This Means for You

If you're buying:

- Know your numbers—don't just watch the headlines.
- Get pre-approved and explore *real options* with a lender.
- Don't wait blindly—let your goals lead, not the rates.

If you're selling:

- Know that high rates can limit some buyers—but serious ones are still in the market.
- Pricing and marketing matter more than ever when affordability is tighter.
- You may also be a buyer—so consider **your next payment**, not just your sale price.

In the next chapter, we'll explore one of the biggest timing dilemmas: **Should I buy or sell first?** You'll learn how to decide based on your unique situation—and how to make either path work smoothly in Georgia.



Chapter 4

Should I Buy or Sell First?

The Pros, Cons, and Smartest Path for Your Situation

It's the classic chicken-or-egg question of real estate:

“Should I buy first or sell first?”

The answer? It depends—on your finances, your goals, your risk tolerance, and the realities of the current Georgia market.

In this chapter, we'll walk through the decision-making process we use with our clients every day, so you can choose the path that keeps you confident, secure, and in control.

Scenario 1: Selling First

This is often the most **financially secure** option, especially if you need the proceeds from your current home to buy your next one.

Pros:

- You know exactly how much you can spend on your next home
- No risk of carrying two mortgages
- You may have stronger negotiating power with a clean contract

Cons:

- You'll likely need temporary housing if your next home isn't lined up
- It can feel stressful or rushed if you're trying to find a new home quickly
- You might feel pressure to settle for a "good enough" home just to stay on schedule

Best for:

Sellers who need the equity from their current home, are risk-averse, or have flexible short-term housing options (family, rental, or leaseback).

Scenario 2: Buying First

This option can work well **if your finances allow it** or if your dream home comes along before you're ready to list.

Pros:

- No pressure to find a home quickly—you can wait for the perfect fit
- You can move in before listing your current home, making it easier to show and stage
- You avoid multiple moves or temporary living

Cons:

- You may carry two mortgages temporarily
- Offers that are **contingent on selling** your current home can be weaker in a hot market
- Your funds may be tied up, especially if your down payment depends on the sale of your current home

Best for:

Homeowners with enough savings, strong credit, and a home that's likely to sell quickly once listed.

Scenario 3: Buy and Sell Simultaneously

This is where things get tricky—but doable with the right game plan.

The key to making this work is timing and team coordination.

We've helped many Georgia homeowners pull this off with:

- Contingent offers (your purchase depends on the sale closing)
- Flexible closing dates or rent-back agreements
- Coordinated showings and offer timelines

It's a bit of a juggling act, but with the right support, it doesn't have to be a circus.

How We Help Clients Decide

When we meet with clients trying to time a buy-sell move, we walk them through:

1. The equity in their current home
2. Their monthly affordability if both homes overlap
3. The demand and pricing trends in both their current and future neighborhoods
4. The strength of their financing pre-approval
5. Their appetite for risk and stress

Together, we map out scenarios based on real numbers—not guesses—and build a timing strategy they feel good about.

Tools to Bridge the Gap

If you're worried about overlap or gaps, here are a few tools that can help:

- **Home equity line of credit (HELOC)** – tap equity for a down payment before you sell
- **Bridge loan** – short-term financing to help you buy before you sell
- **Leaseback** – sell your home and rent it back from the new owner for 30–60 days
- **Short-term rental** – gives you breathing room after selling before buying again

We work closely with lenders, attorneys, and moving professionals to help coordinate every step.

Our Rule of Thumb

There's no one-size-fits-all answer. But here's a simple filter:

- If **finances are tight**, or you're in a fast-selling neighborhood → consider **selling first**

- If you're **financially flexible** and have specific buying criteria → consider **buying first**
- If you're in a **balanced market** and well-prepared → a **simultaneous move** can work with the right team

Up next: **Chapter 5 – How to Handle Overlap (or the Gap)**

We'll share the tools, tactics, and safety nets that help clients move smoothly from one home to the next—even when the timelines don't line up perfectly.



Chapter 5

How to Handle Overlap (or the Gap)

What to Do When Your Sale and Purchase Don't Line Up

Even the best-laid real estate plans don't always land on the same day. Maybe you sell your current home faster than expected. Maybe your dream home won't be available until next month. Or maybe the seller of your next home needs extra time to move out.

This is what we call the “in-between zone.” And if you're not prepared for it, it can be the most stressful part of your move.

But here's the truth:

This is normal.

It's fixable.

And with the right tools, it doesn't have to be disruptive.

The Timing Gap: Why It Happens

Real estate closings in Georgia usually take 30–45 days after going under contract. But that doesn't mean two deals will sync up exactly—even if we try.

Reasons your buy and sell timelines might not match:

- The buyer of your home needs to close quickly, but your next home isn't ready yet
 - You fall in love with a home before your current one is listed or under contract
 - A delay happens with inspections, appraisals, or loan approval on one side but not the other
 - You're building new construction and it's behind schedule
-

Strategies That Actually Work

We've helped dozens of Georgia clients through this exact situation. Here are the tools we use to make it work:

Option 1: Leaseback (Post-Closing Occupancy)

Sell your home, then rent it back from the buyer for 30–60 days while you secure your next home.

Best for:

- Sellers who find a buyer quickly but aren't ready to move
- Buyers who are flexible or not in a rush to move in

How it works:

- You negotiate lease terms during contract negotiations
- You continue paying “rent” after closing (often equal to buyer's daily mortgage cost)
- You gain cash from your sale while avoiding temporary housing

We've negotiated dozens of successful leasebacks across Metro Atlanta—it's one of the smoothest transition tools available.

Option 2: Bridge Loan or HELOC

Use your home equity to finance your next purchase before you sell.

Bridge loan: Short-term loan that's paid off after your home sells

HELOC: Home equity line of credit, drawn against your current home's value

Best for:

- Buyers with strong credit who need a down payment before their current home sells
- Sellers confident their home will move quickly after buying

We work with several Georgia lenders who offer these options—often with quick turnaround times.

Option 3: Short-Term Housing

Rent a furnished place for 30–90 days while you close on your next home.

Best for:

- Clients who prioritize *buying right* over buying fast
- Sellers who want to maximize their sale with a fully staged home

Options include:

- Month-to-month apartments
- Extended-stay hotels
- Airbnb or corporate rentals

It's not ideal for everyone, but it gives you time to shop smart and negotiate from a position of strength.

Option 4: Storage + Staggered Moving

In some cases, clients move their belongings into temporary storage between closings.

How it helps:

- Lets you declutter for showings
- Makes moving easier if there's a short gap (1–3 days)
- Can pair well with staying with family or a short-term rental

Bonus: Movers often offer storage solutions, making it a seamless process.

How We Help You Handle It

Here's what we do when we know overlap might be an issue:

- **Build timing flexibility into your contracts**
- **Negotiate leasebacks early in the process**
- **Coordinate with lenders and attorneys on both sides**

- **Offer moving, storage, and temporary housing referrals**

The key is planning *early*. If we know your needs upfront, we can craft a timeline that feels calm—not chaotic.

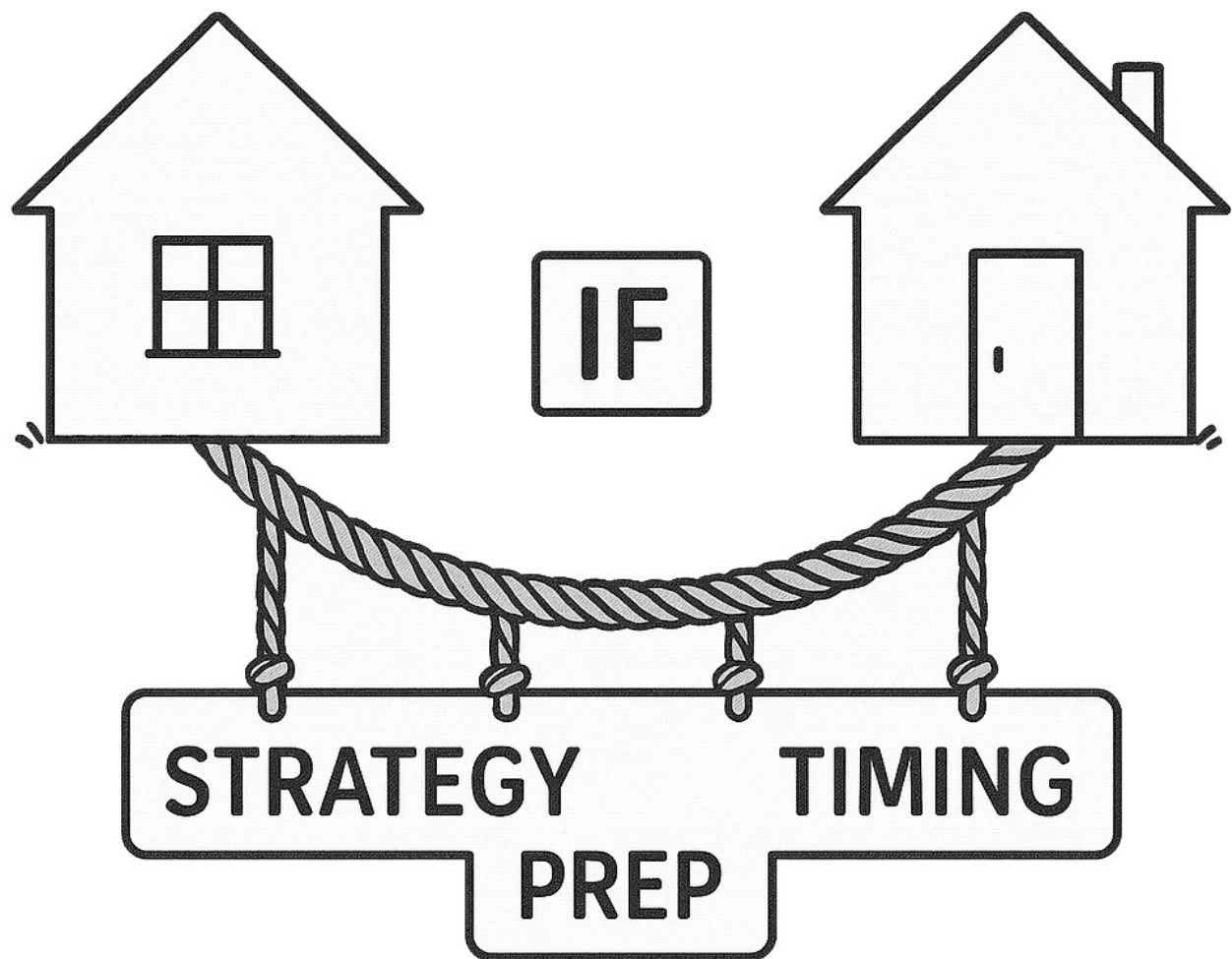
What This Means for You

Don't let the fear of overlap stop your momentum.

You have options. We've seen them all. And we'll help you find the one that fits your timeline, lifestyle, and peace of mind.

Up next: **Chapter 6 – Contingent Offers in Georgia**

Learn what it really means to make a contingent offer, how to protect your leverage, and what sellers need to know before accepting one.



Chapter 6

Contingent Offers in Georgia

What They Are, When to Use Them, and How to Stay Competitive

If you're buying a new home while still needing to sell your current one, you may find yourself using a **contingent offer**—one of the trickiest, but most important tools in real estate timing.

Handled correctly, a contingent offer can protect you financially and reduce risk. Handled poorly, it can leave you stuck—or cost you the home you want.

This chapter breaks down how contingent offers work in Georgia, when to use them, and how to strengthen your position on either side of the deal.

What Is a Contingent Offer?

In real estate, a **contingency** is a condition that must be met before a sale can go through.

A **contingent offer** means the buyer is making their purchase *dependent* on something—most commonly, the successful sale of their existing home.

In Georgia, this is handled using a specific form within the Georgia Association of REALTORS® (GAR) contract package, which clearly spells out:

- Whether the buyer's home is already under contract
- How long the contingency period lasts
- What happens if the buyer's sale doesn't close in time

It's a legal tool—and like all tools, it's powerful when used correctly.

Why Use a Sale Contingency?

You might consider a sale contingency if:

- You need to access your home equity to buy your next house
- You can't qualify for a second mortgage
- You're not comfortable holding two homes (and two payments) at once
- You're in a shifting or uncertain market and want protection

It allows you to go under contract on your next home **without risking owning two properties if your current home doesn't sell**.

But it comes with tradeoffs—especially in a competitive market.

From a Seller's Perspective

If you're selling a home, and you receive a contingent offer, here's what matters:

- **Is the buyer's home already under contract?**
If yes, it's stronger. If not, it's a gamble.
- **Is their home in a hot or slow market?**
- **How fast can they close if their home sells?**
- **Do you have other (non-contingent) offers to consider?**

Sellers don't *love* contingencies—but with the right details, they'll consider them. Especially if the rest of the offer is strong.

How We Make Contingent Offers Work in Georgia

At The Corbin Real Estate Team, we've helped dozens of clients make successful contingent moves. Here's how we keep your offer competitive:

1. Get Your Home Listed (or Under Contract) First

The best contingent offers are backed by serious seller activity. When your home is already:

- Professionally listed
- Market-ready
- Priced to move

... your offer feels a lot stronger to the seller on the other end.

2. Use the Right Contract Language

We use the official GAR forms and tailor timelines to protect *you*—but also to reassure the seller. We clarify:

- What happens if your home doesn't sell in time
- Whether you can terminate without penalty
- Your deadlines for listing, accepting an offer, and closing

3. Stay Flexible

Sometimes, we add sweeteners—like shorter due diligence periods or flexible closing dates—to offset the risk of the contingency.

Alternatives to Sale Contingencies

If you want to avoid a contingency altogether, we can explore:

- Bridge loans or HELOCs to access your equity early
- Leasebacks (where you sell and stay in the home temporarily)
- Renting short-term so you can buy with clean terms

We'll help you compare your options and choose what's best for your comfort level and financial goals.

What This Means for You

If you're **buying**, and you need to sell first:

- Don't be afraid of contingencies—but don't rely on them blindly
- Prepare your home, get it listed, and move fast when the right opportunity comes up

If you're **selling**, and you get a contingent offer:

- Ask the right questions—and lean on us to vet the buyer's situation
- Be open to it, but know when to say no

Contingent offers don't have to be weak offers. With the right prep, they can be a win-win for everyone involved.

In the next chapter, we'll explore **relocating to or from Georgia**—how to time your move across state lines, coordinate with long-distance buyers or sellers, and stay sane through every mile of it.



Chapter 7

Relocating to or from Georgia

How to Time a Big Move Without Losing Your Mind (or Your Deal)

Moving across town is one thing. Moving across *states*—or even across the country—is a whole different ballgame.

Whether you're heading to Georgia for a new job or opportunity, or moving out of state to be closer to family or start your next chapter, the logistics of long-distance real estate are no joke. But with the right plan, right people, and the right timing, it can go smoothly.

This chapter will walk you through what to expect when relocating *to* or *from* Georgia, and how to keep your move on track—even if you're handling it from hundreds (or thousands) of miles away.



Common Reasons People Relocate to (or from) Georgia

We've helped people move *to* Georgia for:

- Job transfers (Atlanta is a hub for corporate relocations)
- Retirement (thanks to a lower cost of living and mild climate)
- Family (especially empty nesters returning to be closer to grandkids)
- A lifestyle change (people are discovering places like Cumming, McDonough, and Peachtree City as perfect “next chapters”)

And we’ve helped people move away from Georgia for:

- New careers
- Military reassignment
- Aging parents needing care
- Big life transitions (divorce, downsizing, new relationships)

The Biggest Challenge: Managing Multiple Markets

Relocating means you’re not just navigating **your** market—you’re navigating **two**.

And they don’t always move at the same speed.

You might be:

- Selling in a fast Georgia suburb but buying in a slow market out West
- Leaving a buyer’s market and entering a competitive one
- Working with different agents, lenders, and timelines on each side

We help clients coordinate across these challenges by building a unified timeline *backward* from your move date.

Relocating To Georgia

If you’re moving into the Peach State:

- We help you house-hunt *virtually* until you're able to visit
- We coordinate inspections, appraisals, and paperwork on your behalf
- We recommend **relocation-friendly lenders** and temporary housing if needed
- We handle everything locally so you don’t feel like you’re flying blind

Many clients fly in for one big house-hunting trip—and we make that trip count.

Can’t make it in person? We’ve had clients buy homes **sight unseen** with our detailed video walkthroughs and trusted vendor network.

Relocating *From* Georgia

If you're leaving Georgia:

- We help you price and prep your home to sell fast and for top dollar
- We handle showings and updates while you're already out of state
- We can even coordinate staging, repairs, and cleaning after you've gone
- We collaborate with your out-of-state agent to match timelines and paperwork

This is where having a team that understands **both markets** and can coordinate between agents, attorneys, and lenders becomes critical.

Timing Tips for Relocation Moves

- **Start early.** Don't wait until your job starts or your lease ends—most relocations take 90+ days from start to finish.
 - **Pre-approve with a national or Georgia-based lender** that can handle long-distance communication and varying state laws.
 - **Build in cushion time.** Things move slower when you're not physically there.
 - **Renting short-term?** Let us help you find 3- to 6-month options so you can buy without pressure.
-

Our Relocation Support Includes:

- Virtual buyer consultations
- Video showings and offer reviews
- Coordination with relocation companies and employers
- Trusted vendors for inspections, repairs, staging, and storage
- Ongoing communication with you and your out-of-state agent

We've helped families move from California, Florida, Texas, Illinois—even overseas—and we know how to make it feel local from anywhere.

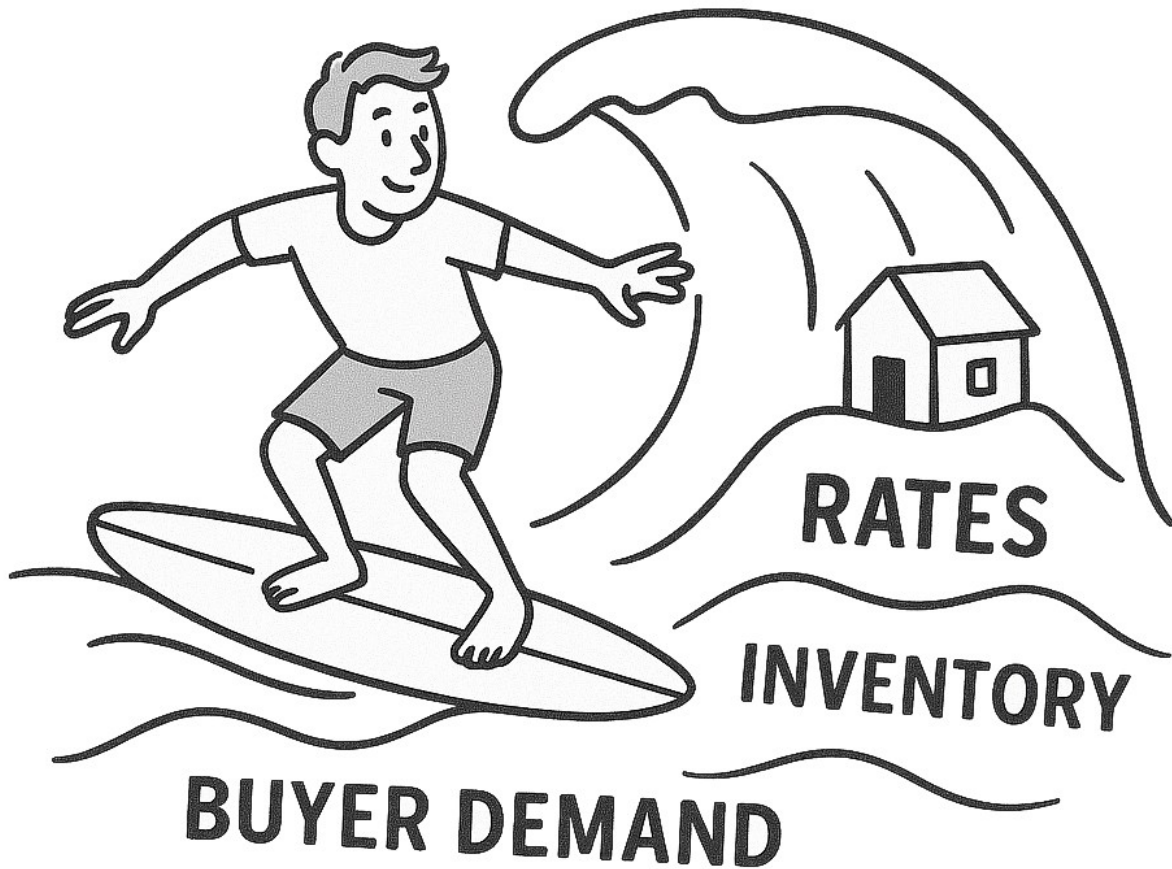
What This Means for You

You don't have to piece this together on your own. We know the Georgia market, and we know how to bridge the gap between where you are and where you're going.

Whether you're arriving or departing, we're your local anchor—and we're ready when you are.

In the next chapter, we'll explore **how to stay flexible when the market shifts mid-move**—and how to adjust your strategy if prices, inventory, or interest rates change unexpectedly while you're in motion.

RIDE THE SHIFT



Chapter 8

When the Market Shifts Mid-Move

How to Adjust Without Losing Momentum (or Your Mind)

Real estate timing feels great—until the market changes halfway through your move.

Maybe interest rates spike after you get pre-approved.

Maybe inventory floods the market while your home is listed.

Maybe buyer demand slows just as you're getting ready to sell.

These shifts happen more often than people realize—especially in Georgia, where the market can move fast. But you don't need to panic. You just need a plan that flexes with the facts.

This chapter is all about staying nimble when conditions change—and how we help you pivot *without losing progress*.

Why Mid-Move Market Shifts Happen

Even when you plan well, some factors are out of your control:

- **Interest rates** can rise or fall based on national economic news
- **Buyer demand** may change with the season or local job market
- **Inventory spikes** (new listings hitting the market) can alter pricing expectations
- **New construction** openings may attract buyers away from resale homes

Sometimes, it's not one big change—it's a series of small ones that add up.

Step One: Don't Panic—Pause and Reassess

If you're mid-process and the market shifts:

- Take a breath.
- Talk to your agent (us!).
- Revisit your goals and timeline.

What we don't want is **reactive decision-making** based on fear. Instead, we want **responsive decision-making** based on real information.

Step Two: Know What You *Can* Adjust

You may not be able to control interest rates or inventory levels—but you *can* control:

- **Your pricing strategy** – Adjust based on fresh comps or buyer activity
- **Your terms** – Offer flexibility to entice the right buyers or sellers
- **Your lender** – Explore different financing tools if rates move
- **Your timeline** – Speed up or slow down based on what makes sense now

We help you reassess *weekly* during a shift, not wait until a deal goes sideways.

Real-Life Examples from Georgia Clients

- A Cumming seller listed at the top of the market in spring—but when rates jumped in early summer, showings slowed. We repositioned the listing, updated the photos, and negotiated a strong offer within two weeks.
 - A McDonough buyer lost two bidding wars in March. When the market cooled in May, we found a similar home \$10K cheaper with seller-paid closing costs—and no competition.
 - A relocating couple from Illinois saw their target home jump in price due to demand. We helped them pivot to a nearby neighborhood where the market hadn't caught fire yet—and they got a better home for less.
-

Tools for Real-Time Flexibility

Here's what we use to stay ahead of changing conditions:

- **Weekly market snapshot emails** so you see the shift as it happens
- **Real-time lender check-ins** to compare rates and payments
- **On-demand CMA updates** to track how your pricing stacks up
- **Backup plans** (like short-term housing or dual financing options) just in case

You're never guessing—you're adjusting with clarity.

Strategy Over Stress

A shifting market doesn't mean you can't win. It just means you need to:

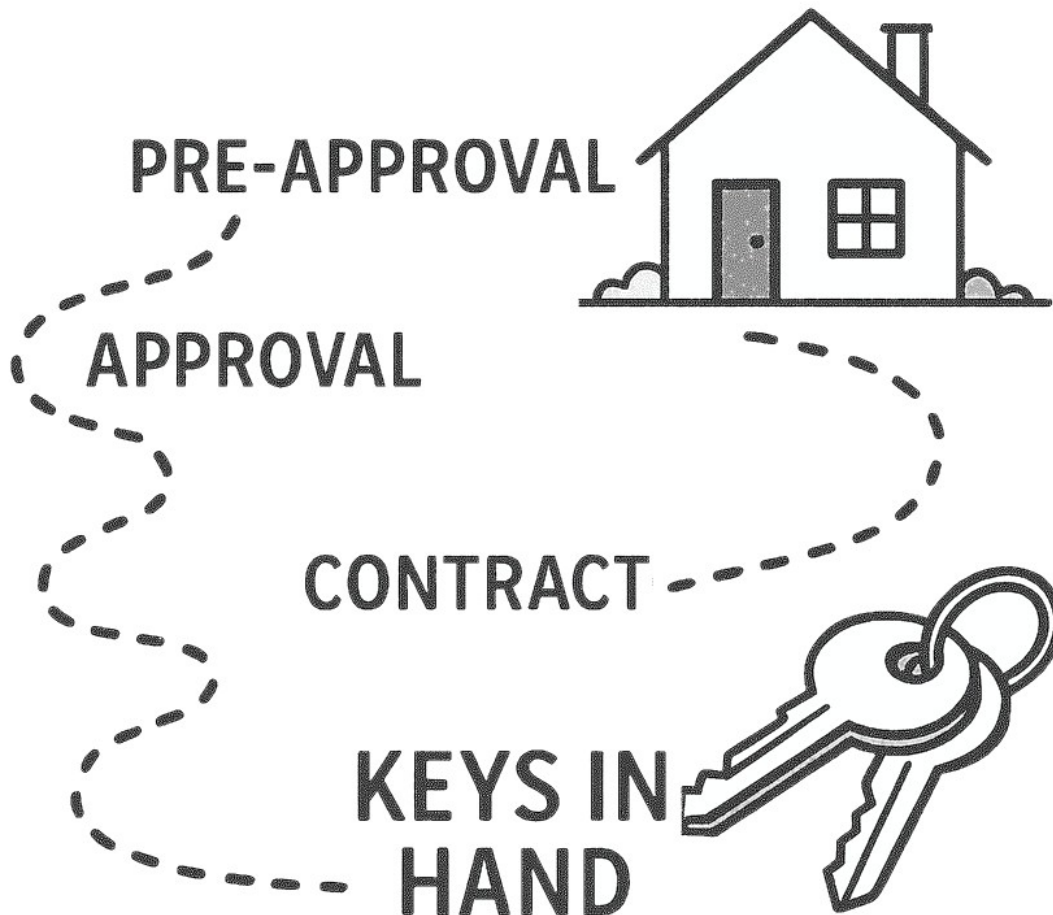
- **Be realistic** – Timing may take longer or require more compromise
- **Be informed** – Use real-time data, not outdated assumptions
- **Be proactive** – Don't wait until something breaks—adjust before it does

We help you do all three—so you stay in control, no matter what the headlines say.

Coming up next: **Chapter 9 – Your Custom Timeline: The Strategy We Build With You**

We'll show you how we reverse-engineer your perfect move date—and give you the tools to move with confidence from start to sold.

REVERSE TIMELINE



Chapter 9

Your Custom Timeline: The Strategy We Build With You

Reverse-Engineering Your Move from “Maybe” to “We’re Home”

There’s no one-size-fits-all answer when it comes to real estate timing. Your move isn’t just about interest rates or market stats—it’s about **you**.

That’s why at The Corbin Real Estate Team, we don’t start with a date on a calendar.

We start with your goals, your concerns, your constraints—and then we reverse-engineer a move that fits your life.

This chapter walks you through how we build custom real estate timelines for our clients and how that planning leads to smoother, more successful moves across Georgia.

Step One: Define Your “Why” and “When”

Before we talk numbers or listings, we ask:

- Why are you moving?
- What does success look like?
- When *ideally* would you like to be in your new place?

Maybe you’re downsizing. Maybe you’re relocating. Maybe you’re just curious about what’s possible. Whatever your “why,” we tailor your timeline around it—not the other way around.

Step Two: Build Backward from the Finish Line

Let’s say you want to be fully moved by **August 1**.

We’d map out a high-level plan like this:

- **July 25:** Final walkthrough & closing on purchase
- **June 15–July 15:** Buy-side contract and escrow period
- **Mid-June:** Go under contract on your next home
- **Late May–Early June:** Begin serious home showings
- **May 1–15:** Get pre-approved, finalize budget
- **April:** Prep current home for sale
- **March:** Consult with us, map plan, and discuss value options

Suddenly, your “someday” plan has structure—and room to adjust if needed.

Step Three: Add Flex Points, Not Pressure

We don’t just build plans—we build **flexible** plans. Why? Because life happens.

You may:

- Get an unexpected job offer
- Discover a home that’s too perfect to pass up
- Need a few extra weeks to declutter or coordinate childcare

That’s why we identify your “hard stops” vs. “ideal zones.” This way, if something shifts, you already have a buffer built in.

Real Client Timeline Examples

- **The Downsizer:** Retired couple in McDonough wanted to be in their new home *after* their final grandchild's graduation. We helped them list in early summer, timed their closing for August, and used a leaseback to give them breathing room to transition.
- **The Relocator:** Tech family moving to Cumming needed to close *before* school started but couldn't fly in twice. We set up virtual showings, negotiated remotely, and built a timeline around one efficient in-person trip.
- **The Dual Seller-Buyer:** A client upsizing from a townhome in Decatur needed to sell and buy on a tight budget. We listed their home, got it under contract in 4 days, and used the proceeds to negotiate a clean, non-contingent purchase with a 60-day window.

When Timelines Change, We Pivot—Together

Even the best timelines get curveballs.

That's why we stay in touch *constantly*—with check-ins, alerts, and real-time updates to your plan.

We don't just build your move on paper.

We *live in it* with you—step by step, moment to moment.

What This Means for You

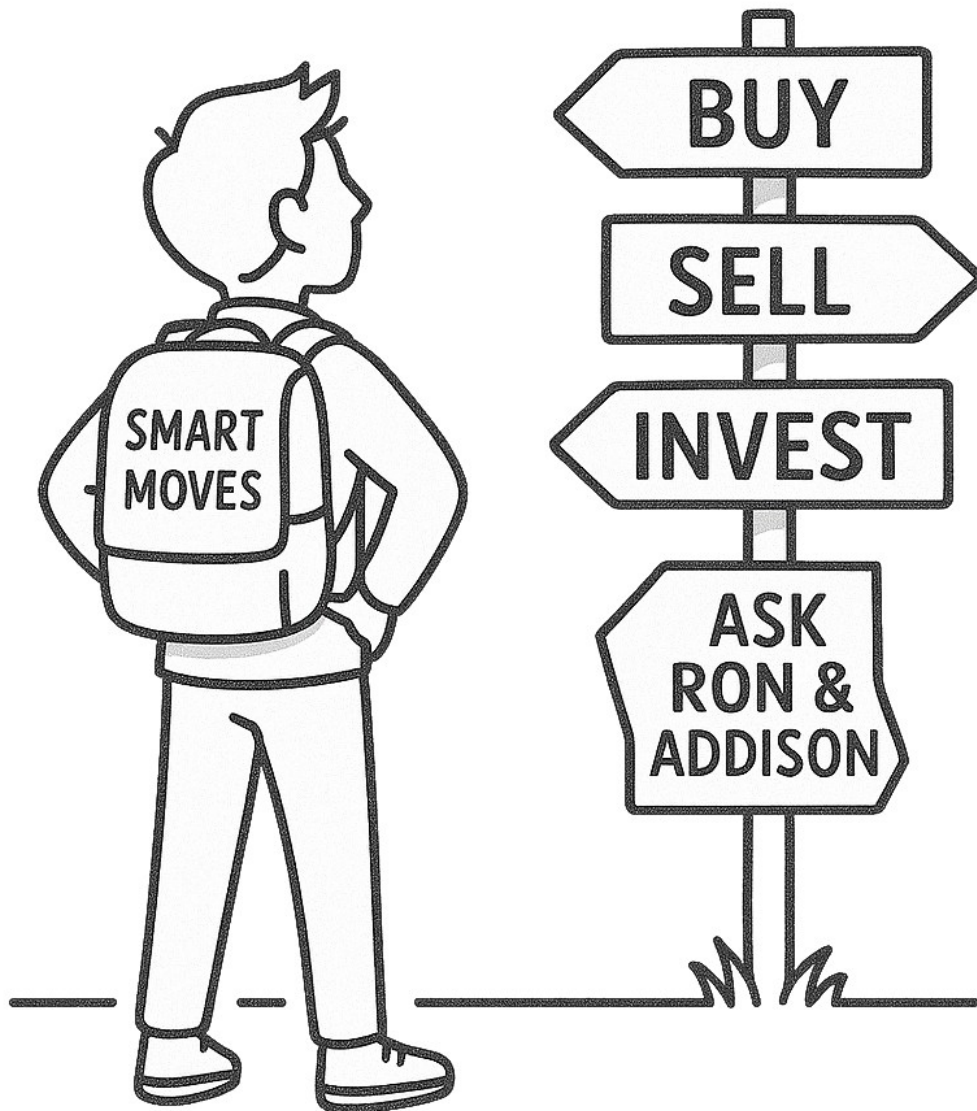
Your move is not a rush job.

It's a strategic plan, customized for:

- Your lifestyle
- Your family's needs
- Your financial comfort zone
- And the market as it exists **right now**

Whether you're 90 days out or 9 months away, we'll create a timeline that makes your move feel possible—not panicked.

In our final chapter, we'll show you why confidence matters more than “timing it perfectly”—and how we stay with you from first consult to final key handoff.



Closing Thoughts

Confidence Beats Timing

Why Smart Planning Matters More Than Perfect Conditions

If there's one thing we hope you've taken from this book, it's this:

You don't need to "time the market."

You just need a plan that works for **you**—your life, your goals, and your level of readiness.

Georgia's real estate market, like life, is always shifting.

There's no perfect day to list. No perfect interest rate. No flawless forecast.

But when you know your options, when you've got a flexible plan, and when you're working with a team that puts your needs first—you don't need perfect timing.
You've already made a **smart move**.

What Happens Next?

Maybe you're still early in your journey. Maybe you're ready to act. Maybe you're just starting to think about what's possible.

Wherever you are, we'd love to help.

We can:

- Build a custom timeline around your move
 - Connect you with trusted local lenders and vendors
 - Help you decide when to prep, list, tour, or buy
 - Be a resource now—and every step of the way
-

Let's Stay in Touch

We're not just here for the closing table—we're here for the long haul.

Follow us on social media for:

- Market updates
- Local housing insights
- Timing tips
- And sneak peeks at what's working in today's Georgia market

And if we've already helped you move? Keep an eye out for our **Quarterly Client Appreciation Events**—we'd love to see you again.

Final Thought

You've now got the timing tools. The planning process. The strategy.
All that's missing is the move.

When you're ready—we're ready.
And we'll help you do it the smart way.

See you soon,

Ron & Addison Corbin

The Corbin Real Estate Team