



Let's Trade Spaces Let's Trade Spaces

Frequently Asked Questions

What homes are eligible for the program?

Single family homes, condominiums, duplexes and townhomes are all eligible for our trade program. We make our decisions on a property by property basis. The typical property that will generally qualify for consideration will be located in Lake County, Illinois, be in sound and sellable condition, and be valued in a range between \$100,000 and \$250,000.

How long does the process take?

Because every buyer's situation is unique, timelines will vary. You can expect a response regarding your application within one business day. The average timeline to process your application, evaluate your property and make you an offer is usually under fourteen (14) days.

Once my existing home has been approved for the program, what happens next?

After you have selected a new or existing home to purchase at The Pines, Nielsen Development Inc. will make an offer to purchase your home in writing. You may either accept the offer made or reject it by indicating so on the written offer. You will have seven (7) days to make your decision.

What are my responsibilities once I've accepted the offer?

You are required to actively list your home for sale within one week of accepting our purchase offer. If your home is under contract or closes prior to closing on your new home, all proceeds of the sale belong to you. This applies even if you sell your home for more than our purchase offer. If your home is unsold at the time of closing, we will purchase your home according to the terms agreed to in the accepted offer.

How is the sales price of my home determined?

Nielsen Development Inc. will make an offer on eligible properties that approximates 93% of the estimated market value of the home, as determined by our market evaluation. Your property will be evaluated by a qualified member of our staff and is not a certified real estate appraisal, which is a much more formal process.

Is a commission paid on the traded property?

No. The homeowner must be free of any obligation to a realtor to pay commission on the sale of the home for the property to be eligible.

Still have questions? We'd love to hear from you. Email us at customhomes60046@yahoo.com or call us at 847.356.7893 or 847.356.7895.