SELLERS · CHECKLIST

Free from Brian Redfern

Sell and Buy at the Same Time

Five ways to time a sale and a purchase so you only move once, and a plan-backward checklist.

BR

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01 Five ways to time it

1. **Sell first**
   The cleanest financially: you know your proceeds before you buy. You may need a short-term rental, or a rent-back from your buyer.
2. **Sell, then rent it back**
   Close the sale, then stay for an agreed period under a written post-possession agreement (Arizona REALTORS® has a standard form). Settle the daily rent, deposit and insurance up front.
3. **Buy with a home-sale contingency**
   Your purchase depends on your current home selling. Simple, but weaker in a competitive market; sellers often keep marketing their home.
4. **Buy first with your equity**
   A HELOC opened before you list, a bridge loan, or a lender's buy-before-you-sell program lets you buy without waiting. Ask about costs and payment terms.
5. **Buy first and qualify for both**
   If your income supports two payments for a while, you can buy first and sell after, with no contingency.

02 Plan it backward

- [ ] **Pick your ideal move-out date**
- [ ] **Get your home value and net proceeds**
  That is your down payment and budget
- [ ] **Talk to a lender before you list**
  A HELOC has to be opened while the home is not for sale

- [ ] **Get pre-approved for the next home**
  Including how your current home is counted
- [ ] **Prep and list your home**
- [ ] **Line up both closing dates**
  Same-day or back-to-back closings are possible with the escrow companies coordinating
- [ ] **Book movers and storage early**

03 What lenders will ask

- **Can you carry both payments?**
  If your current home has not sold, its payment usually counts against you
- **Is the old home under contract?**
  A signed sale contract can change how the lender treats it
- **Where does the down payment come from?**
  Proceeds, a HELOC or savings, documented

Planning a move-up or a downsize?

Brian can walk you through it. No pressure, no obligation.

Call or text Brian: 619-403-0390
Book a call: https://redfernhomelife.com/contact
This guide online: https://redfernhomelife.com/guides/sell-and-buy

Sources

- Arizona REALTORS® standard forms, including the Residential Resale Real Estate Purchase Contract and post-possession agreement (aaronline.com)

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