

Sell Your Home & Buy Your Next One

A practical guide to coordinating two real estate transactions.



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A personal introduction

Hi, I'm Curt Simmons. I've helped buyers and sellers throughout Snohomish County since 2003. My earlier work in residential and commercial construction adds a practical perspective when assessing home condition, repairs and preparation. Selling your current home while buying your next one involves two sets of deadlines and financial decisions. This guide is designed to help you understand the options and build a workable plan before making commitments.

TWO TRANSACTIONS. ONE CLEAR PLAN.

1 | Choose your transaction strategy

The best sequence depends on equity, financing, timing and your comfort with uncertainty.

Sell first, then buy

- Pros: greater clarity about net proceeds; less risk of maintaining two mortgages.
- Trade-offs: you may need temporary housing, storage or a negotiated post-closing occupancy agreement.

Buy first, then sell

- Pros: more time to select and move into the next home; avoids rushing a purchase.
- Trade-offs: must qualify for the new financing and may carry two properties at once.

Make a purchase contingent on selling

- Pros: ties the next purchase to an existing-home sale.
- Trade-offs: seller acceptance is not guaranteed; deadlines and potential bump provisions depend on the written agreement.

Coordinate closings or negotiate a rent-back

- Pros: may reduce moving disruptions.
- Trade-offs: funding, recording, possession, insurance and occupancy terms must be confirmed in writing; date mismatches require a backup.

Important: Bridge loans, HELOCs, cash reserves and other financing can help in some situations, but eligibility, cost and timing are lender-specific. Do not waive important protections or assume a sale is certain without reviewing the contracts and your risk exposure.

2 | Build the financial plan

Get a lender and a real estate professional working from the same assumptions.

Estimate actual sale proceeds

- Expected sale price based on comparable sales and current condition.
- Mortgage payoff(s), liens and any prepayment charges.
- Selling expenses, concessions, closing costs, repairs and moving costs.

Test the next purchase

- Down payment needed and when funds must be available.
- Closing costs, prepaid property taxes, insurance and reserves.
- Payment estimates with the actual loan program, rate, taxes, HOA and insurance.

Stress-test both transactions

- Can you qualify while retaining the existing mortgage?
- What if the home sells later, or for less than the target price?
- What if the new purchase closes before your sale proceeds are available?

Washington contract detail: Inspection, financing, appraisal, property-sale contingency, possession and earnest-money terms are governed by the signed agreement and applicable forms. Calendar every notice and deadline with your broker and escrow team.

3 | The coordinated transaction roadmap

Use a sequence that gives both sides enough time to respond to surprises.

Before listing or writing an offer

- Discuss lender approval and available cash or equity.
- Review current-home pricing, repairs, showing plan and likely market time.
- Choose a preferred sequence and a backup plan.

When your current home is listed

- Prepare photographs, disclosures and property access.
- Monitor showing feedback and contract timing.
- Update your lender when an offer is accepted.

When your next home is under contract

- Coordinate inspection, appraisal, financing and title/escrow deadlines.
- Confirm exact possession expectations for each property.
- Plan movers, temporary housing, utilities and overlap expenses.

Before closing

- Get updated closing statements and confirm cash-to-close.
- Check lender wire instructions by a trusted, verified phone number.
- Confirm keys, recording, move-out and post-closing occupancy obligations.

4 | Your planning conversation

Three questions to answer before your next move.

What matters most?

Avoiding two moves, keeping a specific school or commute schedule, protecting cash reserves, or securing the right replacement home?

What is your biggest constraint?

Debt qualification, needing proceeds for the down payment, home repairs, timing, pets, accessibility or other logistics?

What is Plan B?

Temporary rental, storage, delayed move, price adjustment, contingency review, or a different financing path?

Next step: A personalized sale price range, net-proceeds estimate and lender review will help determine the best sequence. Contact Curt Simmons at **425-422-0563** or **curt@primelistingsgroup.net**. Explore additional Snohomish County resources at **<https://curt-simmons.huzi.site/>**.

Educational information only. This guide is not legal, lending or tax advice. Review contracts, financing, occupancy agreements and tax consequences with the appropriate licensed professionals. Resources: Washington REALTORS consumer guide (warealtor.org/for-consumers/steps-to-buying-a-home); Washington Legislature RCW 59.18.040 (seller post-closing occupancy).