

Selling and Buying Together



Illustrative image; not an actual listing or client photograph.

Selling and buying require one coordinated money, timing and backup plan. Establish whether your next purchase depends on the current sale before choosing which transaction comes first.

Confirm proceeds and borrowing first

Ask your lender whether you can qualify while owning the current home and whether sale proceeds are required. Estimate proceeds using a realistic price, loan payoff, negotiated compensation, credits and settlement costs. Confirm numbers and financing terms before committing to the next home or assuming both settlements can occur together.

Compare selling first with buying first

Selling first clarifies proceeds but may require lodging, storage and a second move. Buying first can simplify moving but may create two payments and a sale deadline. Budget a longer marketing period and any interim financing costs. Continued occupancy after selling requires a written agreement; do not assume it is available.

Coordinate agreements and the physical move

Review sale or settlement contingencies, occupancy arrangements, deposits and remedies with your team. Negotiate closing and possession dates separately. Ask movers about availability, storage and delivery windows. Plan pets, parking and utilities, and keep identification, medications, work essentials and closing documents with you.

Your next-step action plan

Use one calendar and a workable backup

List listing, financing, inspection, settlement, move-out and move-in milestones, with a responsible contact for each. Share updates with Diana, your lender, settlement provider and movers. If one date changes, reassess the other transaction, lodging, storage and utilities. Prepare for a delayed closing or a failed transaction before it happens.

If you are downsizing

Compare total costs rather than square footage alone. Dues, renovations, moving and storage can offset expected savings. Review accessibility, layout and maintenance needs. Decide what you want to keep before choosing a smaller home; confirm lender qualification and the timing of proceeds even if the next purchase price is lower.

Your planning checklist

- ☐ Confirm whether the purchase needs sale proceeds.
- ☐ Prepare a net sheet and verify financing terms.
- ☐ Compare two-home costs with temporary housing.
- ☐ Negotiate closing, possession and contingency dates.
- ☐ Reserve moving options and share one calendar.
- ☐ Choose backups for delays or a failed transaction.

DIANA'S TIP

Confirm with your lender whether your next purchase depends on selling your current home. That answer helps us coordinate both transactions and prepare a backup plan.

Helpful source links

[CFPB homebuying tools](#)

[Closing Disclosure explained](#)

[Virginia property disclosures](#)

Call Diana: 757-985-2959

Coordinate both transactions with Diana. Share your current property, next-home priorities, timeline and whether the purchase depends on your sale. [Open this guide online](#) to use the contact form.

Diana Hansford, Real Estate Agent | Keffer Realty. Confirm property facts, agreements and financing with the appropriate professionals.