THE MOVE-UP BUYER TRANSITION PLAN

How to Buy Your Next Home
While Selling Your Current One

TDG RESIDENTIAL

WHY MOVE-UP BUYING REQUIRES A DIFFERENT STRATEGY

Buying and selling at the same time is different from a first-time purchase because you have two moving pieces: the home you are leaving and the home you want to buy. Each transaction affects the other, especially when your down payment, qualification, or timeline depends on selling first.

Move-up buyers need to think through:

- How much equity they have in their current home
- Whether they need to sell before buying
- How quickly their current home can realistically sell
- Whether they can qualify while carrying both homes
- What kind of offer will be competitive on the next home
- How possession, moving dates, and relocation timing will line up

The earlier you understand these pieces, the easier it becomes to avoid rushed decisions, temporary housing surprises, or weak offer positioning.

1

START WITH YOUR EQUITY AND NET SHEET

Before deciding whether to buy first or sell first, you need to understand your numbers. Your equity is what connects your current home to your next purchase, and your estimated net proceeds help determine how much cash you may have available after selling.

A seller net sheet should estimate:

- Current home value
- Mortgage payoff
- Closing costs and transfer taxes
- Agent commissions
- Potential seller credits or repairs
- Estimated proceeds after sale

This number matters because it affects your next down payment, your buying power, your monthly payment, and whether a bridge strategy may be needed. Guessing at your equity can lead to inaccurate budgeting, so this should be one of the first steps.

DECIDE WHETHER TO SELL OR BUY FIRST

2

There is no one-size-fits-all answer. The right order depends on your finances, timeline, risk tolerance, and the market conditions in both locations.

Selling first may give you:

- Clear proceeds for your next purchase
- Less financial risk
- A stronger understanding of your budget
- More comfort during underwriting

But it may also require temporary housing or a short-term rental if you have not found your next home yet.

Buying first may give you:

- More control over your next-home search
- A smoother move without double packing
- Less pressure to settle quickly

But it may require bridge financing, a HELOC, stronger reserves, or qualifying with both payments. The best path should be chosen intentionally, not in reaction to market pressure.

3

UNDERSTAND YOUR FINANCING OPTIONS

Move-up buyers often have more financing tools available than they realize. If you have equity in your current home, that equity may help fund the next purchase, but the strategy needs to be structured carefully.

Common options include:

- Traditional sale proceeds: sell first and use the net funds for the next home
- Bridge loan: short-term financing that helps you buy before your current home sells
- HELOC: access equity from your current home before selling, if available
- Home sale contingency: make your purchase dependent on selling your current home
- Non-contingent purchase: buy without needing the sale to close first, if you qualify

Each option has tradeoffs. Some improve your offer strength but increase short-term cost. Others reduce risk but may make your offer less competitive. The right choice depends on your equity, income, timeline, and comfort level.

4

MAKE YOUR CURRENT HOME MARKET-READY EARLY

Even if you are not listing immediately, preparing your current home early can make your transition much smoother. Sellers who wait until they find their next home often end up rushing repairs, photos, pricing, and listing prep.

Early prep should include:

- Reviewing your home's likely market value
- Identifying small repairs that could slow a sale
- Decluttering and organizing storage areas
- Gathering utility costs, updates, and maintenance records
- Preparing for photos and showings

- Understanding what buyers in your area are currently expecting

A market-ready home reduces risk. If you need to list quickly, you will already be positioned to act instead of scrambling under pressure.

STRENGTHEN YOUR OFFER IF YOU'RE CONTINGENT

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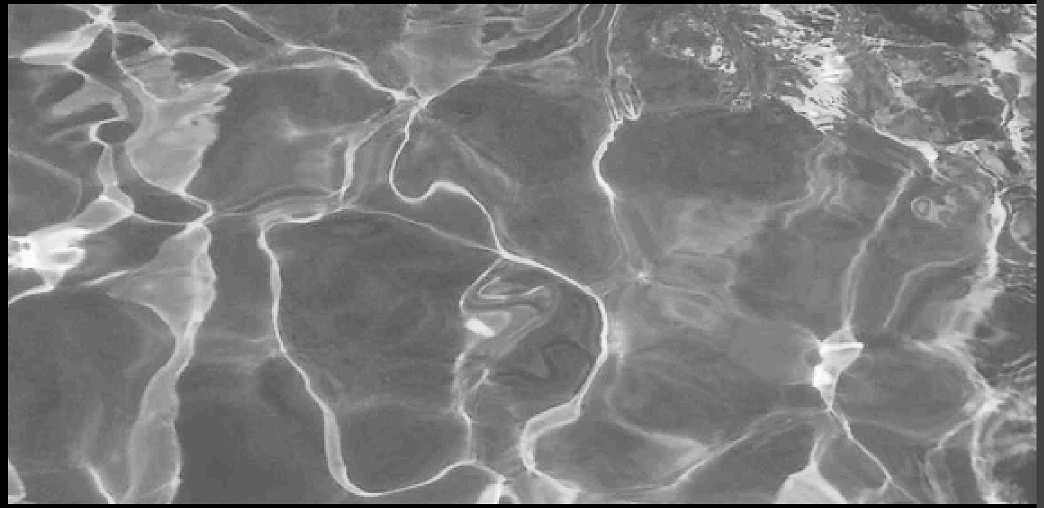
If your offer depends on selling your current home, sellers will naturally see more risk. The goal is to reduce that perceived risk as much as possible.

Ways to strengthen a contingent offer include:

- Having your current home already listed
- Showing strong activity, showings, or offers on your current home
- Using a realistic pricing strategy on the home you are selling
- Offering flexible possession terms
- Including a strong pre-approval and proof of funds
- Considering a kickout clause if appropriate
- Shortening timelines where realistic

A contingent offer does not have to be weak. When structured correctly, it can show the seller that you are serious, prepared, and likely to close.



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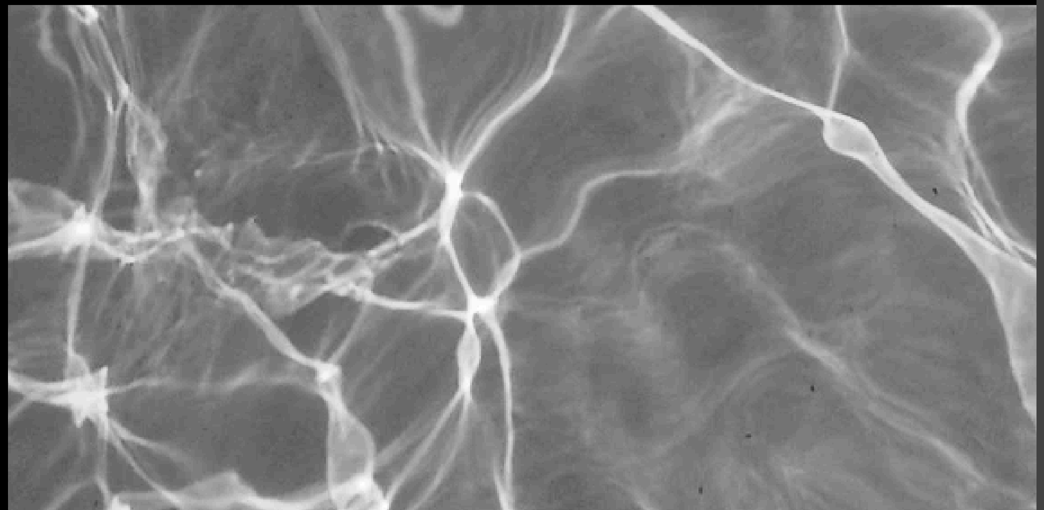
PLAN THE LOGISTICS BEFORE CLOSING WEEK



The logistics of a move-up purchase can become stressful if they are left until the end. Coordinating movers, occupancy, utilities, repairs, keys, and travel plans requires more planning when two homes are involved.

Think through:

- Moving date and possession timing
- Whether you need temporary housing
- Storage options if dates do not align
- Utility shutoff and startup dates
- School, work, or relocation timelines
- Final walkthroughs on both homes
- Cleaning, repairs, and key transfer details

The more decisions you make early, the smoother closing week becomes. A written transition timeline can help keep both transactions organized.

FINAL THOUGHTS

Buying your next home while selling your current one is absolutely doable, but it requires a stronger plan than a standard purchase. The most successful move-up buyers understand their equity, compare financing options, prepare their current home early, and structure offers in a way that gives sellers confidence.

Before making your next move, get clear on:

- Your current home value and net proceeds
- Your financing options
- Whether you should buy first or sell first
- How competitive your offer can be
- What timeline works best for your family

If you're thinking about moving out of Rochester, MI or transitioning into your next home, The Delia Group can help you build a step-by-step plan, coordinate your sale, and connect you with trusted partners wherever life is taking you next.

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