The Buy/Sell Dilemma: Should You Sell Before You Buy?

A practical guide for homeowners planning their next move

The Big Question

If you're ready to move but still own your current home, you've probably asked yourself:
"Should I buy my next home first, or sell this one first?"

At first, buying first might sound easier — no rush, no pressure. But in today's market, that decision can cause more stress (and cost more money) than you expect.

Why Many Homeowners Get Stuck

When you need a certain price from your current home to afford your next one, it's tempting to list high "just to see what happens." Unfortunately, overpriced homes tend to sit — and many eventually expire unsold.

That often means your next dream home slips away... and you're back to square one.

The Smarter Move: Sell First (With Protection)

Selling first gives you control and confidence. You'll:

- Know exactly what your home will sell for
- Be a stronger, more attractive buyer
- Avoid double payments or rushed decisions

And you can do it safely — with protective contingencies such as:
- "Sale contingent on seller finding suitable replacement property"
- Rent-back period after closing (so you don't have to move twice)
- Extended escrow timelines for a smoother transition

Buying First: The Hidden Risks

-Two mortgages or bridge loans add stress and cost
- Pressure to accept a low offer just to close quickly

- Limited negotiating power when selling

It may feel secure, but in reality, it often puts you in a weaker position.

A Balanced Strategy That Works

When your current home is properly positioned and marketed, you can sell confidently — then buy from a place of strength. That's where the right planning and guidance make all the difference.

Let's Create Your Personalized Move Plan

Before you list or start house hunting, let's talk strategy. Together, we can design a plan that protects you, reduces stress, and helps you move forward smoothly and confidently.

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