



THE BUY BEFORE YOU SELL PLAYBOOK

YOUR NEXT HOME. BEFORE YOUR CURRENT ONE SELLS.

A practical guide to comparing your options, accessing equity, and planning the transition between two homes.

THE CORE QUESTION

Can you qualify for, fund, and comfortably carry your next home before the current one sells?

FIVE PATHS TO CONSIDER

01 SELL FIRST, THEN BUY

Use sale proceeds for the next purchase. Often reduces overlapping debt, but timing or temporary housing may be needed.

02 BUY FIRST WITH CASH

Use liquid funds and qualifying income. More moving flexibility, but potentially two housing payments.

03 ACCESS EXISTING EQUITY

Explore a HELOC or home equity loan, if available. Adds borrowing costs and may affect qualification.

04 BRIDGE FINANCING

Short-term financing may bridge the timing gap. Availability, repayment risk, and fees vary.

05 LOWER DOWN PAYMENT, THEN REASSESS

An eligible lower-down-payment mortgage may preserve cash. Later principal payments do not automatically reduce the required payment; recasting depends on loan and servicer rules.



COMPARE YOUR OPTIONS / THE NUMBERS

THINK BEYOND THE TIMELINE

Buying first can give you flexibility. It can also create a period of overlapping costs. Compare the financial exposure before choosing a path.

ILLUSTRATIVE TWO-HOME BUDGET

Current home: monthly housing costs	\$2,500
Next home: monthly housing costs	\$3,500
Combined monthly housing costs	\$6,000
Three months of combined costs	\$18,000

Example only: these amounts illustrate cash flow, not lender reserve requirements. Actual carrying costs can include taxes, insurance, utilities, maintenance, and unexpected delays.

EQUITY IS NOT THE SAME AS CASH

Estimated home value	\$700,000
Outstanding mortgage	- \$400,000
Illustrative gross equity	\$300,000

Gross equity does not equal available borrowing or sale proceeds. Liens, selling expenses, loan limits, and other costs may reduce accessible funds.

BUILD YOUR NEXT-MOVE PLAN

A structured approach helps you evaluate the right sequence for your finances, your family, and your timeline.

01 DEFINE YOUR GOAL

Identify your target home, ideal move date, and whether avoiding two moves or limiting financial exposure matters most.

02 ASSESS YOUR CURRENT HOME

Estimate market value, mortgage payoff, selling expenses, liens, and potential net proceeds.

03 REVIEW FINANCING OPTIONS

Discuss income, debt, liquid assets, equity-access options, and program eligibility with a licensed loan originator.

04 COORDINATE YOUR REAL ESTATE PLAN

Work with your agent on contingencies, listing timing, inspections, possession, and possible delays.

05 EXECUTE WITH A BUFFER

Confirm financing and contract details, plan for overlap, and keep reserves for unexpected costs.

EXPLORE THE INTERACTIVE PLAYBOOK

bridgepointmtg.lovable.app/resources/buy-before-you-sell

Educational information only; not a commitment to lend or a guarantee of eligibility, financing availability, loan approval, or sale proceeds. Costs, requirements, and risks vary by borrower, property, lender, and jurisdiction.