Move-Up Buyer Checklist

Coordinate the sale of one home with the purchase of the next.

Richard Reyes, Broker/Owner

17+ years of local experience | 600+ homes sold | English and Spanish

Start with timing, equity, and risk

[ ] Estimate current-home value, likely net proceeds, mortgage payoff, and selling costs.

[ ] Ask a lender to model qualification with and without the current mortgage.

[ ] Decide whether to sell first, buy first, or coordinate both closings.

[ ] Set a reserve target for repairs, overlap, moving, and unexpected timing changes.

Compare the three common sequences

Sell first

Usually provides the clearest equity and qualification picture, but may require temporary housing or a rent-back.

Buy first

Can simplify the move, but requires qualification and cash-flow capacity to carry two homes or use an approved bridge or equity strategy.

Coordinate sale and purchase

Can reduce overlap, but dates, contingencies, deposits, inspections, financing, and backup plans must be managed carefully.

Before offers are written

[ ] Review sale and purchase contingencies with your broker and lender.

[ ] Understand how an appraisal shortfall, repair issue, or delayed closing on either property affects the other.

[ ] Prepare the current home for market before the purchase search becomes urgent.

[ ] Confirm access to the down payment and closing funds, including timing of sale proceeds.

[ ] Create Plan A, Plan B, and Plan C for possession and moving dates.

> Equity is not automatically cash available for the next purchase. The usable amount depends on payoff, sale proceeds, costs, lien status, timing, lender guidelines, and the final closing.

Educational information only. Loan, assistance, grant, contract, tax, and legal requirements vary. Program funding and eligibility can change. Verify your situation with your lender and appropriate licensed professionals before acting.