ATLANTA COMMUNITIES
REAL ESTATE BROKERAGE

Tom Andre
Associate Broker & REALTOR®

1 · START WITH THE WHOLE PICTURE

The right sequence has to work for you

Selling and buying at the same time connects two major decisions. The question is how to manage money, timing, and uncertainty in a way that supports your next move.

Answer these questions first

Do I need proceeds from my sale to make the next purchase?

Could I carry both properties for a period, if approved and financially comfortable?

Could I use temporary housing, and what would that involve?

How specific are my next-home requirements?

Name your comfort level

Some people feel better knowing their current home is sold. Others need to know where they are going before they can let go. Discuss that preference alongside the numbers; it affects which plan you can follow confidently.

Build a small decision team

- Tom: local market analysis, property preparation, offer strategy, and transaction coordination.
- Lender or financial professional: borrowing capacity, cash needs, financing choices, and carrying costs.
- Closing attorney and other relevant professionals: contract and closing questions within their expertise.

> **Property expertise + personal support**
> A sequence with a clear backup and a communication plan you can rely on.

Let's talk through your next move

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2 · COMPARE THE PATHS

Understand what each sequence asks of you

These are planning approaches to discuss, not promises that a particular offer or financing option will be available.

Sell first

You can establish the sale outcome before committing to the next home. Plan for where you will live, store belongings, and keep searching if the next purchase takes longer than expected.

- Questions: What is my temporary-housing plan? Can I handle two moves? How much flexibility do I have?

Buy first

You can secure the next property before leaving your current home. Confirm financing, available cash, and the ability to manage overlap before relying on this path.

- Questions: What happens if my sale takes longer? What costs continue on both homes?

Coordinate the transactions

Offer terms, contingencies, possession arrangements, and closing dates may help connect the two transactions. Availability and acceptability depend on the properties, counterparties, financing, and contracts.

- Questions: What must happen for both transactions to close? What is the backup if one date changes?

Choose what you need to investigate

The approach I am leaning toward is...

The fact I need to confirm before choosing is...

Sell First or Buy First?

3 · MAP THE MONEY AND TIMING

Give every dependency a backup

Use estimates for planning, then update them with your lender, closing professionals, and Tom as property-specific information becomes available.

Create a move budget

- Current sale: estimated proceeds after mortgage payoff and applicable selling costs.
- Next purchase: cash needed for the purchase, financing, closing, and immediate work.
- Transition: moving, storage, temporary housing, and any period of overlapping ownership.
- Reserve: a cushion for repairs, a delayed closing, or changes to your plan.

Write down the linked milestones

- Preparation and listing → sale contract → inspections and other conditions → closing and possession.
- Financing readiness → home search → purchase contract → inspections and other conditions → closing and move-in.
- Mark the points where one transaction depends on the other.

Agree on a communication plan

Ask who will flag changes, when you will receive updates, and what decisions require your input. Set aside a regular time to review the plan so you are not trying to solve everything throughout the day.

If the sale or purchase date changes, my first backup is...

The deadline I cannot easily change is...

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4 · YOUR TWO-HOME WORKSHEET

Choose your next step with clarity

A useful conversation ends with the next decision, the person responsible, and a realistic time to revisit it.

My priorities

I need to sell / buy / do both by approximately...

My next home must have...

My biggest financial unknown is...

My biggest personal concern is...

My working plan

My preferred sequence is... because...

The professionals or family members who need to be involved are...

The assumption we must confirm is...

My backup if timing changes is...

The first call or task I will complete is...

Talk through both the strategy and the stress

Tom combines real estate analysis with thoughtful listening and practical support. Bring this worksheet to a conversation about coordinating your move in the Roswell area.

Tom Andre is an Associate Broker, third-generation REALTOR®, and former psychotherapist (GA-LPC). He previously earned the Seniors Real Estate Specialist® (SRES®) designation and no longer maintains it. That training and experience inform his balance of real estate analysis, thoughtful listening, and steady personal support.

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