

THE GEORGIA REAL ESTATE  
ESSENTIALS SERIES

# UPGRADE WITHOUT THE OVERWHELM

Selling & Buying  
Simultaneously in Georgia



BY THE CORBIN TEAM  
RON & ADDISON CORBIN

# Upgrade Without the Overwhelm Selling & Buying Simultaneously in Georgia

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The Georgia Real Estate Essentials Series  
BY THE CORBIN TEAM  
RON & ADDISON CORBIN  
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## **About This Series**

### ***The Georgia Real Estate Essentials Series***

By The Corbin Real Estate Team – Ron & Addison Corbin

Buying or selling a home in Georgia is a big decision—and for most people, it’s the biggest financial move they’ll ever make. But too often, the process feels overwhelming, confusing, or just plain frustrating.

That’s why we created this book series.

At **The Corbin Real Estate Team**, we’ve spent years helping Georgia families buy and sell homes with clarity, confidence, and a winning strategy. These books are designed to give you straight answers, practical advice, and a few inside tips—no sales fluff, no confusing jargon.

Each guide in the *Georgia Real Estate Essentials Series* focuses on a specific moment or challenge in your real estate journey. Whether you’re buying your first home, prepping for a fast sale, inheriting a property, or recovering from an expired listing, we’ve got your back.

We wrote these books to:

- Help you make informed, confident real estate decisions
- Show you exactly what to expect at every step
- Share the smart strategies we use every day with our own clients
- And yes—if it feels like a good fit, we’d love the chance to work with you too

This isn’t just another real estate guide. It’s a Georgia-specific playbook, written by two brokers who live here, work here, and know how to get homes sold in *your* neighborhood.

Let’s get to it.

— Ron & Addison Corbin

The Corbin Real Estate Team

## **Core Real Estate Series – For Every Buyer & Seller**

1. **Selling Smart: How to Sell Your Georgia Home Fast & for Top Dollar**  
*Your complete guide to getting the most for your home—without stress or surprises.*
  2. **The Georgia Home Buyer's Handbook: What to Know Before You Buy**  
*Avoid costly mistakes and buy with confidence in the Peach State.*
  3. **Back on the Market: How to Sell Your Georgia Home After It Didn't Sell the First Time**  
*Learn why your listing expired—and how to get it right the second time around.*
  4. **From FSBO to Sold: Why Georgia Homeowners Hire the Right Agent (Eventually)**  
*The honest truth about going it alone—and what to do when it's not working.*
  5. **The Ultimate Guide to Georgia Real Estate: From Search to Sold**  
*An all-in-one resource for navigating the Georgia market like a pro.*
  6. **Smart Moves: How to Time Your Georgia Real Estate Transaction Just Right**  
*Buy, sell, and relocate with confidence—without the panic, overlap, or missed opportunity.*
  7. **The Georgia Land Guide: Buying and Selling Lots, Acreage, and Rural Property the Smart Way**  
*A practical guide to buying, selling, and evaluating Georgia land—from zoning to perc tests and everything in between.*
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## **Life Events Series – Emotional & Transactional Guidance**

8. **Selling Your Georgia Home in a Divorce: A Clear Plan for a Clean Break**  
*Navigate the legal, emotional, and financial complexities of selling during a split.*
  9. **Inherited Property in Georgia: What to Do When You've Inherited a Home**  
*Probate, prep, pricing, and peace of mind—your guide to selling a home you didn't plan to own.*
  10. **Downsizing in Georgia: How to Right-Size Your Life Without the Stress**  
*Smart steps for selling your current home and moving into a lifestyle that fits.*
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## **Lifestyle-Based Guides**

11. **First-Time Buyer in Georgia? Start Here**  
*Everything a Georgia first-timer needs to know—from financing to keys in hand.*
  12. **Your Empty Nest, Your Next Nest: A Georgia Homeowner's Guide**  
*Guidance for empty nesters ready to sell, relocate, or reimagine their next chapter.*
  13. **Relocating to Georgia? A Welcome Guide for Newcomers**  
*From neighborhoods to contracts—what new residents need to succeed in Georgia.*
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## Investor & Upscaler Series

### 14. Real Estate Investing in Georgia: Buy, Rent, Profit

*Learn the Georgia-specific rules, risks, and rewards of building your portfolio.*

### 15. Upgrade Without the Overwhelm: Selling & Buying Simultaneously in Georgia

*Juggle both transactions like a pro—without losing your sanity or your equity.*

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## Home Prep & Marketing Mini-Guides

### 16. Stage, Snap, Sell: Prepping Your Georgia Home for a Hot Market

*Declutter, stage, and photograph like the pros—for faster, stronger offers.*

### 17. Real Estate Red Flags: What Georgia Buyers Should Watch For

*Avoid costly surprises with a keen eye for common listing issues.*

### 18. Your Home's Secret Value: Small Upgrades, Big Return

*Budget-friendly improvements that boost appeal and ROI in Georgia markets.*

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## How the Corbin Team is Different - Bonus Titles

### 19. Behind the Sale: What Georgia Real Estate Agents Really Do for You

*A transparent look at how agents earn their keep—and protect your interests.*

### 20. From For Sale to Sold: How We Help Georgia Homeowners Win

*Real-world results from the Corbin Team playbook.*

### 21. Our Georgia Real Estate Playbook: How Addison & Ron Get Results

*The tools, timelines, and strategies that set our team apart.*

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## Preface: Why We Wrote This Book

*A Note from Ron & Addison Corbin*

If you’ve ever thought, “*We need a bigger house — but how do we buy one without selling this one first?*” — you’re not alone.

Over the years, we’ve worked with hundreds of Georgia homeowners who found themselves in that exact situation. Some were upsizing to make room for a growing family. Others were looking to move closer to work or better schools. A few were simply ready for a change — a nicer neighborhood, a home office, or more land.

But nearly all of them shared the same concern: **how to handle both sides of the move without losing their minds — or their money.**

This isn’t just about buying a new home. And it’s not just about selling your old one. It’s about managing a *transition* that involves timing, financing, logistics, and real emotions — all at once.

We wrote this book because most Georgia real estate guides talk about *selling* or *buying* — but rarely both. And when you’re trying to do both at the same time, the stakes are higher, the variables are trickier, and the decisions matter more.

We’ve seen what works, and what doesn’t. We’ve guided clients through this process dozens of times — and helped them walk away with more equity, less stress, and better results.

In this guide, we're going to walk you through the complete process of selling and buying simultaneously — **Georgia style**. We'll share:

- Real-world examples from families just like yours
- Financing options that give you flexibility without risk
- Step-by-step guidance on timing, negotiation, and coordination
- Backup strategies when things don't go according to plan
- And most importantly, how to make smart moves that protect your peace of mind

Whether you're trying to avoid double mortgage payments, time your closings perfectly, or just understand how the whole thing works, this book will give you the confidence and clarity to move forward.

Let's get you into the *next* home — without letting go of your *sanity*.

We're with you every step of the way.

— **Ron & Addison Corbin**

*The Corbin Real Estate Team*



## Chapter 1: The Double Move Dilemma

### *Understanding the Challenges of Buying and Selling at the Same Time*

On the surface, it sounds simple: sell one house, buy another.

But if you've ever tried to coordinate both at the same time, you know how quickly it can become a logistical — and emotional — tangle.

When you're upgrading to a new home, the moving parts multiply:

- You need to sell your current home at the right price
- You need to find and secure a new home you actually love

- You need to time both closings so you're not left homeless or holding two mortgages
- And you need to do it all while working, managing family life, and packing your stuff

No pressure, right?

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## Why It's More Complex Than It Looks

Most real estate advice is one-dimensional. It's either "how to sell your home" or "how to buy your next one." But when you're doing both at once, every decision affects the other.

- **If you buy before you sell**, you risk carrying two mortgages — and might feel rushed to unload your current home.
- **If you sell before you buy**, you could end up scrambling to find temporary housing, moving twice, or settling for less than your ideal next home.

And of course, there's the **emotional toll**: the uncertainty, the negotiations, the feeling of being in limbo.

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## What You're Really Managing

This is more than a real estate transaction. It's a high-stakes balancing act involving:

- **Timing** — syncing two closings, often with different buyers/sellers, lenders, and agents
- **Financing** — unlocking equity in your current home *without* jeopardizing your next purchase
- **Logistics** — coordinating showings, inspections, movers, and your family's life
- **Negotiation** — structuring both deals in a way that gives you flexibility
- **Risk** — protecting yourself from delays, rejected offers, or market changes mid-move

That's why this isn't just a "buy and sell" — it's a **transition**. And the key to a smooth transition is having a plan.

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## Mini Case Study: The Couple Who Almost Had to Move Twice

When Sarah and Marcus decided to move from their townhome in McDonough to a single-family home in Cumming, they thought they could handle both sides of the transaction on their own. They listed their home FSBO and started touring houses without a plan in place.

The result?

They got an offer quickly on their current home — but hadn't secured a new one. Under pressure, they accepted a 30-day close and ended up renting an apartment and putting everything in storage.

We met them just before they bought the wrong house out of desperation. After stepping in, we helped them align their closing dates and negotiate a **temporary occupancy agreement** that let them stay in

their home for 10 extra days after closing. They got the home they really wanted — and avoided another move.

**Lesson:** Without a plan, you can get stuck between homes. With one, you can move confidently and avoid unnecessary stress (and expenses).

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## **What You'll Learn in This Book**

Throughout this guide, we'll show you:

- The pros and cons of buying first vs. selling first — and how to choose
- Financing options that unlock your equity without unnecessary risk
- How to market your home while preparing for your next one
- Ways to make strong offers even if your current home hasn't sold
- Real strategies to align closings, negotiate flexibility, and stay in control
- What to do *if* something goes sideways — and how to recover

We'll also share stories, examples, and practical tips from real Georgia clients who made the leap — and how we helped them do it without feeling overwhelmed.

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### **Next up: Should You Sell First or Buy First?**

In Chapter 2, we'll walk you through the decision that sets the tone for everything else — and how to make the right call for your family, finances, and market conditions.



## Chapter 2: Should You Sell First or Buy First?

*Pros, Cons, and How to Choose What's Right for You*

This is the first fork in the road — and how you answer it will shape your entire experience.

Do you sell your current home first and then go house hunting?

Or do you buy your new home first and then sell the one you're in?

The answer isn't always obvious — and it depends on your finances, your timeline, your risk tolerance, and what's happening in the Georgia market.

Let's break it down.

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## Option 1: Sell First, Then Buy

### The Safer Financial Route — With a Catch

Selling first is often the safer bet financially. You'll know exactly how much you've made from the sale and what you can spend on your next home.

#### ✓ Pros:

- You free up your equity for your next down payment
- You eliminate the risk of carrying two mortgages
- You can shop with a clear budget and stronger financing position

#### ✗ Cons:

- You may feel rushed to buy
- You might have to find **temporary housing** (and move twice)
- You could miss out on a home you love if one pops up while you're selling

#### 💡 Example:

A seller in Stockbridge closed on their home for \$380,000 and had \$130,000 in net proceeds. We helped them do a short-term rental for 30 days while shopping — then negotiated a fast close on their dream home. A little patience = peace of mind.

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## Option 2: Buy First, Then Sell

### The Comfort-Focused Option — With More Risk

Buying first is appealing because it means you don't have to rush your home search or uproot your life. But it comes with financial risk — especially if your current home doesn't sell quickly.

#### ✓ Pros:

- No pressure to find your next home fast
- You can move at your own pace
- No temporary housing or double moves

#### ✗ Cons:

- You may need to qualify for two mortgages
- Your offer might be **contingent** on selling your current home
- You could face a longer overlap (and higher expenses)

#### 💡 Example:

We worked with a couple in Peachtree City who wanted a specific school district. Their

new home came up early — before their home was listed. We used a **bridge loan** to buy first, staged and sold their original home fast, and they avoided dual mortgage stress.

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## Key Questions to Ask Before Deciding

Ask yourself:

1. Do we need the equity from our current home to buy the next one?
2. Can we qualify for both homes temporarily if needed?
3. Is it a **buyer's market** or a **seller's market** right now in our area?
4. Do we have a time constraint (school year, job transfer, lease end)?
5. Are we emotionally okay with moving twice if needed?

### Corbin Tip:

In a hot seller's market (like much of Metro Atlanta recently), **selling first** often gives you more leverage and time. In a cooler market, **buying first** may be more feasible because your home could take longer to sell.

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## What If Neither Option Feels Perfect?

Good news: you don't have to pick just one.

There are creative ways to **bridge the gap**:

- **Sale-leaseback**: Sell your home and rent it back from the buyer for a few weeks or months
- **Extended closing timelines**: Give yourself time to shop after you accept an offer
- **Bridge loans or HELOCs**: Tap into your equity early to fund your next move
- **Contingent offers**: Make an offer on your next home that depends on selling your current one

We'll walk through each of these in the next chapter.

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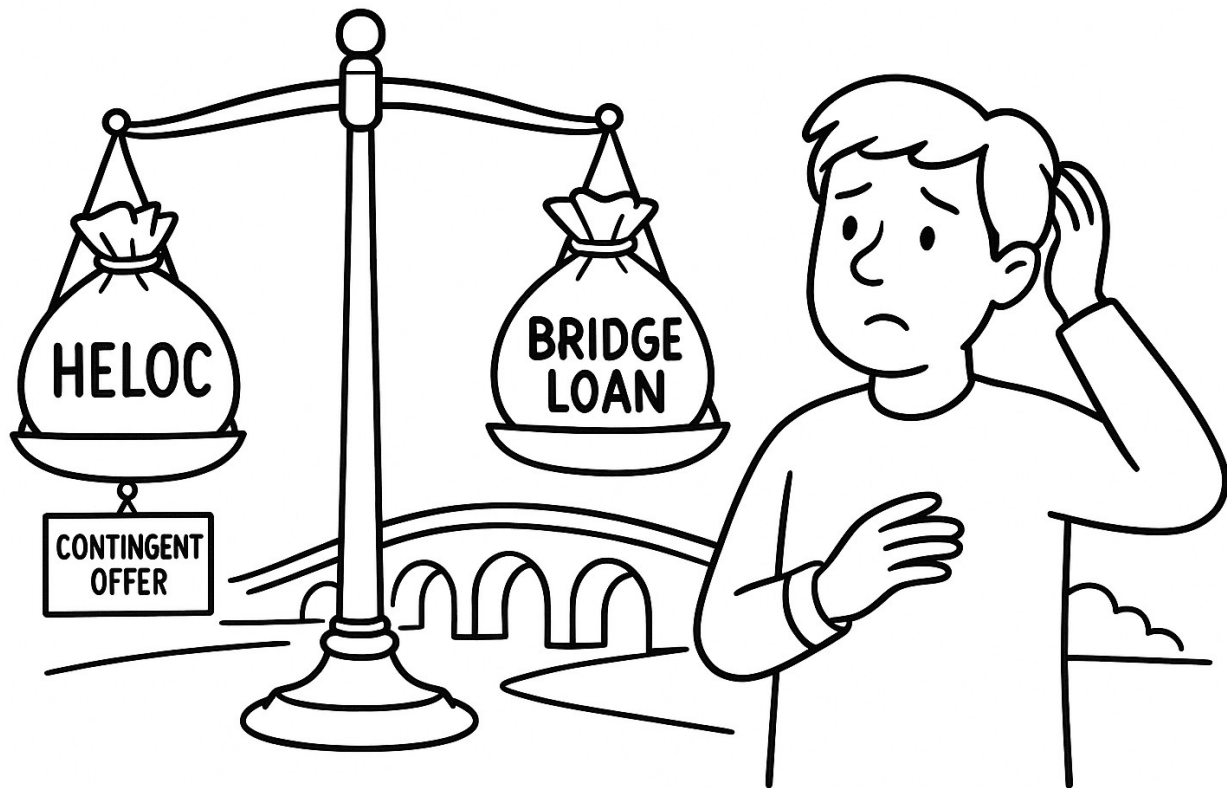
## Summary: Know Yourself, Then Know the Market

There's no universal right answer — only the right answer for *you*.

- ✓ If you're risk-averse and need your equity: consider **selling first**
  - ✓ If you're financially flexible and want comfort: **buying first** can work
  - ✓ If you're stuck in between: don't worry — there are hybrid options ahead
- 

Next up: **Chapter 3: Financing Your Transition**

We'll explore bridge loans, HELOCs, and how to unlock your equity before selling — without stretching your finances too thin.



## Chapter 3: Financing Your Transition

*Bridge Loans, HELOCs, Contingencies & Creative Options That Work in Georgia*

Let's talk money.

For many Georgia homeowners, your next home depends on your current one — not just emotionally, but financially. The equity in your house is likely the biggest asset you have.

So how do you access it *before* you sell?

And how do you make offers on your next home without being financially overextended or getting in over your head?

In this chapter, we walk you through the financial options that can help you make the leap.

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### 💡 Option 1: Bridge Loan

*A Short-Term Loan to “Bridge” the Gap Between Homes*

A **bridge loan** is a short-term loan that lets you use the equity in your current home to buy your next one — before your existing home sells.

How it works:

- You borrow against your current home's equity

- Use that money as a down payment on your new home
- Pay off the bridge loan once your original home sells

✅ **Pros:**

- Allows you to buy first without selling first
- Gives you more time and control over your move
- Can help make your offer on the new home stronger

❌ **Cons:**

- Interest rates are often higher
- You'll have two mortgage payments temporarily
- Not all lenders offer bridge loans



*Georgia Insight:*

Some regional banks and credit unions in Georgia offer flexible bridge financing — especially if you have strong equity. We can connect you with lenders who specialize in these tools.

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## **Option 2: Home Equity Line of Credit (HELOC)**

### *A Flexible Line of Credit Using the Equity in Your Current Home*

If you still live in your home and haven't listed it yet, you may be able to open a **HELOC** to fund your next move.

A HELOC gives you access to a revolving line of credit, based on your available equity — often with interest-only payments during the draw period.

✅ **Pros:**

- Lower interest than credit cards or personal loans
- Flexible borrowing — you only use what you need
- Can be set up in advance of your move

❌ **Cons:**

- Must be done **before** listing your home for sale
- Adds debt you'll need to pay off at closing
- Monthly payments start immediately



*Real-World Example:*

A homeowner in Cumming used a \$70,000 HELOC to cover their down payment and

moving costs. They sold their original home within 3 weeks and used part of the proceeds to pay off the HELOC in full.

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### **Option 3: Contingent Offer**

#### *Buying Your New Home Contingent on Selling Your Current One*

If you're not comfortable with added debt or don't qualify for a bridge loan, a **contingent offer** may be your best bet.

This means your offer on a new home depends on your current home selling first.

#### **Pros:**

- Low financial risk
- Protects your earnest money and timeline
- Makes sense in slower markets where sellers are more flexible

#### **Cons:**

- Weakens your offer in competitive situations
- Sellers may prefer non-contingent buyers
- Can create extra pressure if your home doesn't sell quickly

#### *Corbin Tip:*

We make contingent offers work by pairing them with aggressive marketing timelines and strong listing prep. If your home is priced right and ready to go, some sellers *will* work with you — especially if they're not in a hurry.

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### **Option 4: Temporary Financing from Family or Assets**

Some buyers borrow money from family (with a signed agreement), or temporarily leverage **retirement accounts** or **investment portfolios** to make a move.

⚠️ These options carry risks, and we recommend talking to a CPA or financial advisor first — but they're worth exploring if traditional lending won't work.

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### **Crunching the Numbers: What You Can Actually Afford**

Here's where it gets real.

Before making any move:

- Know how much you'll net from your home sale (after commissions, taxes, and payoffs)
- Know how much cash you'll need to buy (down payment, closing costs, reserves)

- Know what your **monthly payment comfort zone** is — especially if you carry both homes briefly

We help clients break this down using side-by-side estimates — and partner with lenders who can pre-approve you **with or without** your current home sold.

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### **Summary: You *Can* Make the Move — With the Right Financing Plan**

- ✓ Bridge loans help you move before you sell
- ✓ HELOCs offer flexibility — if timed correctly
- ✓ Contingent offers can work — with the right strategy
- ✓ Creative funding (family or financial assets) may be a backup
- ✓ Most importantly: know your numbers and plan ahead

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#### **Up next: Chapter 4: Timing It Right**

Learn how to align closings, negotiate flexibility, and move like a pro — even when it feels like a juggling act.



## Chapter 4: Timing It Right

### *How to Sync Closings Without Losing Sleep*

When you're buying and selling at the same time, timing is everything.

Pull it off right, and your move feels seamless: you close on your old home, move out, and close on your new home the next day — no overlap, no gaps, no stress.

But get the timing wrong, and you could be stuck:

- Paying two mortgages
- Moving into a hotel
- Or rushing into a decision you regret later

In this chapter, we'll break down how to **sequence your transactions like a pro** — with the flexibility, buffers, and strategies that smart Georgia homeowners use every day.

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### **The Ideal Scenario: Back-to-Back Closings**

The most common — and most efficient — timeline looks like this:

1. You accept an offer on your current home

2. You find and go under contract on your next home
3. You schedule **both closings on the same day or within a few days**
4. You move out of your old home and into your new one — with minimal disruption

Sounds dreamy, right?

But to make this happen, you need:

- A rock-solid plan
- Reliable partners (agent, lender, closing attorney)
- And flexibility from both sides of both deals

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## Understanding the Moving Pieces

Let's look at what you're really juggling:

- **Closing timelines:** Most contracts allow 30–45 days from contract to close
- **Loan processing:** Your buyer's loan (and your new one) both need underwriting time
- **Appraisals & inspections:** Delays in either can push your closing date
- **Occupancy needs:** You'll need time to vacate one home and prepare to occupy the next

This is why **buffer zones** matter — and why we never recommend scheduling closings *hours* apart on the same day.

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## Case Study: One Day Too Tight

A family in Henry County scheduled their closings for the same afternoon — sell their old home at 11 a.m., buy their new one at 2 p.m. But the buyer's wire transfer ran late. The sale didn't record until 3:30 p.m., and they couldn't fund the purchase until the next day.

They spent a night in a hotel with two kids and a moving truck full of furniture.

**Lesson:** Always allow for cushion. Even with the best planning, wires, funding, and last-minute details can cause delays.

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## Strategy: The “Two-Day Buffer”

One smart approach? Schedule the **sale of your current home first**, followed by the **purchase of your new home 1–2 days later**.

In between:

- Stay with family or friends
- Use a hotel or short-term rental

- Consider a **U-Haul storage pod** or professional storage/moving service that holds your items overnight

This gives you:

- Time for clean-out and walkthroughs
- Time for unexpected delays or funding issues
- Space to handle the move with less chaos

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## **Alternative Strategy: Temporary Occupancy Agreements**

If your buyers are flexible, you may be able to **stay in your old home for a few days after closing** — essentially renting it back short-term.

This is called a **temporary occupancy agreement** and can be a lifesaver.

How it works:

- You close on the sale
- The buyer becomes the new owner
- You pay a per diem “rent” to stay for 2–7 days
- You agree to move out by a specific date

✓ This gives you time to close on your new home, move in, and clean out without rushing.

 *Corbin Tip:* We’ve successfully negotiated dozens of these agreements. Not every buyer will agree, but with the right incentive (a daily rent rate, waived repairs, etc.), it’s often a win-win.

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## **Timeline Examples**

Let’s say you’re selling in McDonough and buying in Cumming.

### **Example 1: Clean 48-Hour Stagger**

- Close sale on Friday
- Use weekend for moving/storage
- Close purchase on Monday
- Move in immediately after closing

### **Example 2: Same-Day Closings With Buffer**

- Close sale at 9:00 a.m.
- Title transfer, funds wired by 12:30 p.m.

- Close purchase at 3:00 p.m.
- Movers arrive next morning

### **Example 3: Occupancy Agreement**

- Close sale on Thursday
- Stay in home until Monday
- Close purchase Friday
- Move over the weekend

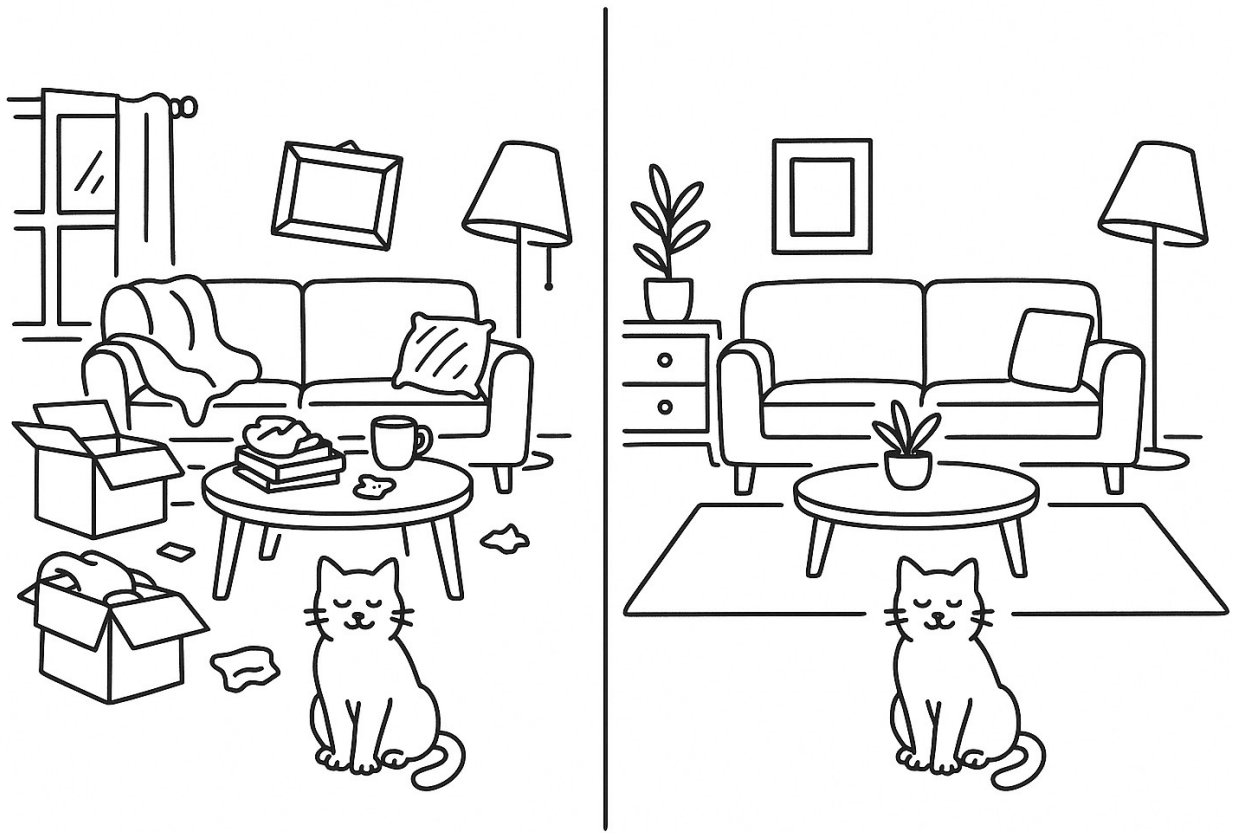
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### **Summary: Build In Breathing Room**

- ✓ Aim for staggered closings with a 1–2 day cushion
- ✓ Don't rely on same-day wires unless absolutely necessary
- ✓ Negotiate a temporary occupancy if possible
- ✓ Use short-term housing or storage to fill gaps
- ✓ Let your agent coordinate all timelines with both parties

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In Chapter 5, we'll show you how to **prepare your home for sale — even while living in it** — so you get top dollar without disrupting your daily life.



## Chapter 5: Preparing Your Current Home to Sell

### *Maximizing Value While You Still Live There*

Selling your home while you still live in it is like trying to host a dinner party while cooking a five-course meal.

You're cleaning, staging, fixing, showing — and still trying to live a normal life.

But here's the truth: **a well-prepared home sells faster and for more money** — especially in competitive Georgia markets. And with a simultaneous sale and purchase, speed and profit are both your best friends.

This chapter shows you how to get your home looking its best *without* turning your life upside down.

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### **Step 1: Start with a Deep Declutter**

Before you clean, before you paint, before you stage — you declutter.

Why? Because clutter shrinks rooms, distracts buyers, and sends the message, *this house might not be well cared for*.

Focus on:

- Kitchen counters, bathroom vanities, open shelving

- Closets, pantries, laundry rooms (yes, buyers peek)
- Kids' toys, pet gear, hobby overflow, extra furniture

 **Corbin Tip:**

Rent a storage unit or portable pod. Anything you don't need in the next 30–45 days? Pack it up and store it off-site. You'll be moving anyway — start early.

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## **Step 2: Deep Clean and Repair**

Once the clutter's gone, it's time to scrub.

What to focus on:

- Baseboards, windowsills, air vents
- Light fixtures, ceiling fans, and behind appliances
- Carpets professionally cleaned if needed
- Minor repairs: dripping faucets, cracked tiles, sticky doors

 **Mini Case Study:**

A couple in Fayetteville invested \$1,400 in cleaning, carpet refresh, and light paint. Their home sold for \$17,000 more than a similar property down the street — and went under contract in 3 days.

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## **Step 3: Neutralize and Depersonalize**

Buyers need to imagine themselves in your home. That's hard to do when they're looking at bold paint colors, sports memorabilia, or dozens of family photos.

Simple tips:

- Paint over bright walls with neutral grays, taupes, or soft whites
- Remove anything overly personal, political, or quirky
- Make it look more like a model home, less like a scrapbook

You're not erasing personality — you're widening your buyer pool.

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## **Step 4: Stage for Flow and Function**

Staging isn't about furniture — it's about feeling. A staged home looks bigger, brighter, cleaner, and more inviting.

Options:

- **DIY light staging** using your own furniture (rearranged for flow)

- **Partial professional staging** — just the main living areas
- **Virtual staging** for vacant rooms or if physical staging isn't feasible

💡 *What We Do:*

Our team offers **virtual staging** at no extra cost to our sellers. We digitally enhance listing photos so buyers see a furnished, styled version — even if the home is empty or mid-move.

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## **Step 5: Professional Photos Matter — Always**

Smartphone pics won't cut it. Your online listing is your first showing — and great photos create excitement before a buyer ever walks in the door.

We recommend:

- Professional wide-angle shots
- Twilight exteriors
- Bright, clean lighting
- Showcase kitchens, primary suites, and outdoor spaces

 *Corbin Bonus:*

We schedule professional photos (and virtual tours) at the perfect time — after cleaning, before boxes pile up — so you don't miss your window.

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## **Step 6: Get Listing-Ready — Fast**

You don't need weeks to prepare if you follow a plan.

Here's a sample **7-Day Fast Track Timeline**:

- **Day 1–2:** Declutter and pack
- **Day 3:** Clean and make minor repairs
- **Day 4:** Staging consultation or virtual staging planning
- **Day 5:** Professional photos
- **Day 6:** Final prep, exterior touch-ups
- **Day 7:** Go live on the market

We've helped clients do it in *less* time — especially when they have a pending offer on their next home.

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## Summary: Presentation = Profit

- ✓ Declutter early — and store offsite if needed
- ✓ Deep clean and tackle repairs before showings start
- ✓ Neutralize bold styles and remove personal distractions
- ✓ Use staging (real or virtual) to help buyers see the potential
- ✓ Schedule high-quality photos to maximize online traffic
- ✓ Work with a team that manages this process step by step

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In Chapter 6, we'll show you how to **house hunt with purpose** — so you don't waste time, energy, or opportunities while your current home is on the market.



## Chapter 6: House Hunting with Purpose

*How to Search Smart When You're Still Selling*

When you're selling and buying at the same time, **every showing matters.**

You're not just browsing Zillow for fun anymore. You're making real decisions under real timelines. The key? **Intentional, informed, and focused house hunting.**

In this chapter, we'll walk you through how to streamline your search, identify the right home quickly, and avoid common traps — all while still managing your current sale.

---

## Step 1: Define Your "Buy Box"

Before you start driving around neighborhoods or falling in love on real estate apps, define your **buy box** — your must-haves and deal-breakers.

This includes:

- **Location:** specific neighborhoods, school districts, commute times
- **Price Range:** based on your lender's preapproval and expected proceeds
- **Home Features:** beds, baths, square footage, lot size
- **Style Preferences:** single-story vs. two-story, open layout vs. traditional
- **Condition Tolerance:** move-in ready vs. fixer-upper



*Corbin Strategy:*

We ask our clients to describe their “ideal Tuesday morning” in the new home. It helps anchor their search to lifestyle needs — not just cosmetic appeal.

---



## Step 2: Time Your Search Intelligently

We recommend starting serious showings once:

- You've accepted an offer on your current home **OR**
- You've gotten preapproved with a bridge loan or non-contingent financing

Why? Because it gives you leverage. You're either:

- **A ready buyer** with strong funding, OR
- **A soon-to-be ready buyer** with a sale already in motion

If you look too early and can't act, you risk heartbreak — or losing valuable homes to faster buyers.

---



## Case Study: Targeted Search, Fast Success

A couple in McDonough wanted to upgrade before baby #2 arrived. We helped them list their current home and staged it quickly. Once they accepted an offer (with a 30-day closing), we hit the ground running.

They toured six homes over two days, made an offer on their favorite, and negotiated a **30-day close with seller-paid closing costs**. Both deals closed within two days of each other.

**Lesson:** Preparation = Speed = Leverage

---



## Step 3: Know the Georgia Market Dynamics

In fast-moving areas like Cumming, Peachtree City, and parts of Metro Atlanta:

- Homes under \$500K can go under contract within days
- Inventory can be low depending on season
- Sellers may receive multiple offers

But in slower-moving markets, you may have:

- More time to negotiate
- Less urgency to go above asking
- Opportunities for seller concessions (repairs, closing costs, occupancy agreements)

We'll guide you based on **current market conditions** — and help you time your search accordingly.

---

#### **Step 4: Communicate with Your Agent — Constantly**

In dual transactions, communication isn't optional — it's survival.

Here's what we do:

- Coordinate showing schedules around your listing calendar
- Monitor how your sale is progressing (to know when it's safe to offer)
- Contact listing agents to confirm what each seller will accept
- Position you as a prepared, trustworthy buyer — even if you're contingent

Your buyer's agent (that's us!) becomes your project manager — keeping all the pieces moving in sync.

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#### **Step 5: Be Ready to Pivot**

Sometimes, a great house hits the market while your home hasn't gone under contract yet.

Options in that situation:

- Make a **contingent offer** with an aggressive listing plan in hand
- Use **bridge financing or a HELOC** to remove the contingency
- Talk to the seller's agent to understand their timeline — some sellers are flexible

##### *Corbin Advantage:*

We've written winning contingent offers by pairing them with fast, well-marketed listings. Sellers want certainty — and we know how to deliver it, even if your home hasn't closed yet.

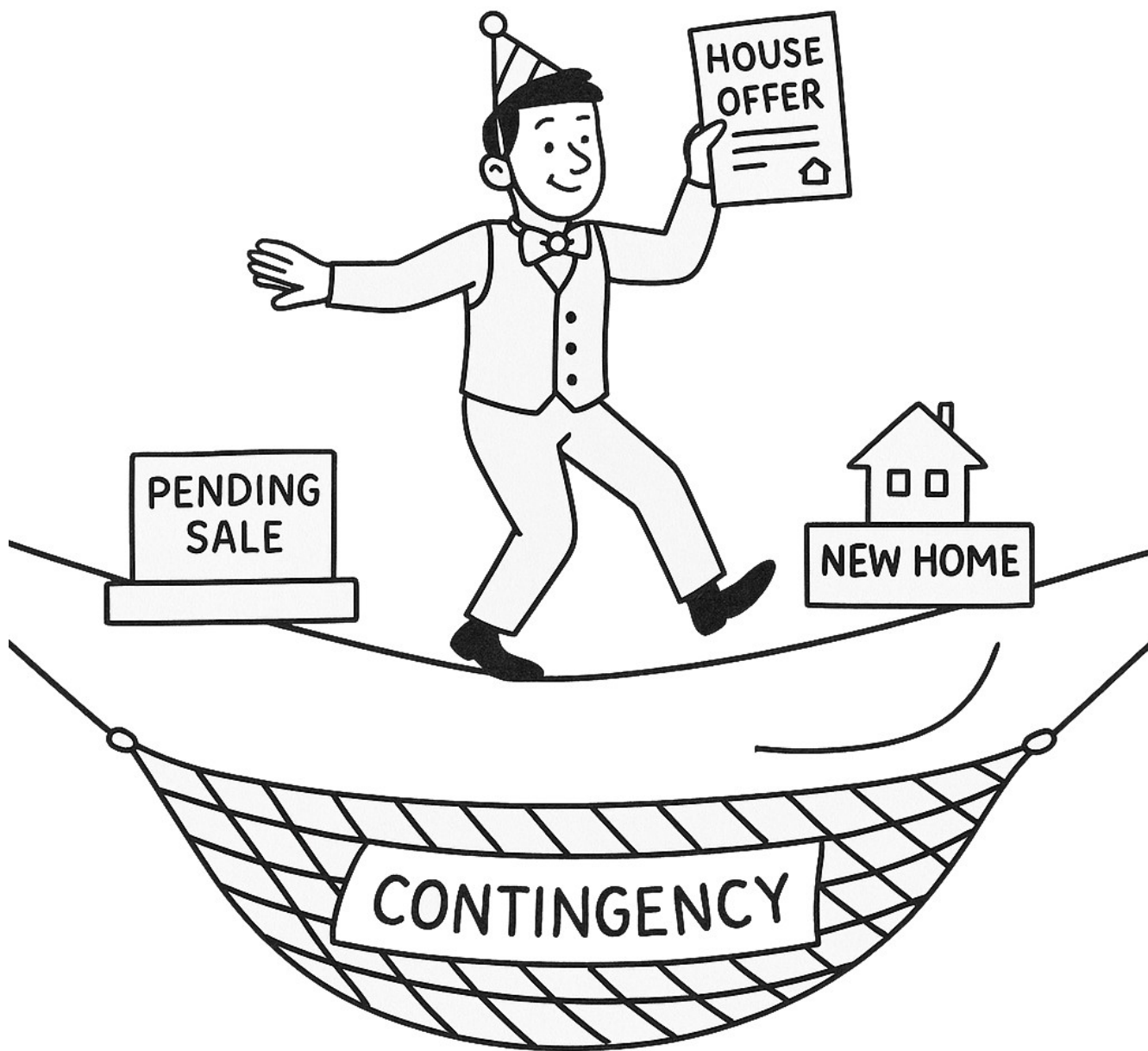
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## Summary: Intentional Buyers Win

- ✓ Know your buy box and non-negotiables
- ✓ Time your search to align with your sale or financing readiness
- ✓ Understand local market speed and pressure points
- ✓ Work with an agent who can manage both sides of the process
- ✓ Stay flexible, but don't chase homes you can't act on yet

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In Chapter 7, we'll cover **how to make offers while selling** — including how to negotiate contingent terms, request flexibility, and win even when you're not a “cash buyer.”



## Chapter 7: Making Offers While Selling

*Contingent Offers, Sale-Leasebacks, and Negotiating Flexibility*

Making an offer on your next home while still trying to sell your current one can feel like a high-wire act.

You're excited, but cautious. Hopeful, but limited. Sellers often prefer buyers who are "ready to go" — and when you're still in the process of selling, your offer might seem like a gamble to them.

But here's the truth: **contingent buyers can and do win deals all the time** — especially when they've planned well, partnered with the right agent, and know how to present the offer strategically.

In this chapter, we'll show you how to make smart, strong offers — even if you're not quite finished selling.

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## What Is a Contingent Offer?

A **contingent offer** is one that depends on something else happening — in this case, the sale of your current home.

In Georgia, this typically means:

- You make an offer on a new home
  - You include a **sale or closing contingency**, giving you the right to back out if your current home doesn't sell in time
  - If your home sells and closes, you move forward. If not, you can terminate without penalty
- 

## Types of Contingencies (And When to Use Them)

### 1. Sale Contingency

*Your home must go under contract within a set time frame.*

- Use this if you haven't yet secured a buyer
- Riskier to the seller — they're waiting for your home to sell
- Must be paired with a strong listing plan and clear timeline

### 2. Closing Contingency

*Your home is already under contract — you just need it to close.*

- Much more appealing to sellers
- You've already done the hard part — now you just need time
- Best for deals where timing is tight but predictable

 *Corbin Strategy:*

When possible, we aim for a **closing contingency** instead of a sale contingency. It shows sellers that your home has traction and the risk is lower.

---

## Negotiating Flexibility: What Sellers Want to Hear

To make a contingent offer more attractive, include:

- **Proof your home is priced competitively**
- **Photos or a live listing link**
- **Expected timeline for inspections, appraisal, and close**

- **Flexible closing date** to accommodate the seller's needs
- A willingness to use **earnest money**, waive minor repairs, or rent back the property if needed

 *Real Example:*

We helped a family in Peachtree City make a contingent offer on a home in Alpharetta. Their own listing went live the same day — and under contract within 3 days. Their offer stood out because we attached photos, preapproval, and a detailed “sell-to-close” calendar. The seller accepted.

---

## Consider Sale-Leaseback Options

If you sell your home quickly but haven't closed on the new one yet, you may be able to negotiate a **sale-leaseback** or **temporary occupancy agreement** — either as buyer or seller.

### Here's how it works:

- You sell your home
- Stay in it for an agreed period (usually 1–2 weeks)
- Pay “rent” to the new owner
- Use that time to close on your purchase and move smoothly

This gives you a cushion between transactions and minimizes moving twice.

---

## Can You Make a Non-Contingent Offer?

Yes — but only if your financing allows.

### Here's how:

- Use a **bridge loan** or **HELOC** to fund your down payment before selling
- Use **cash reserves** or help from family
- Write a **non-contingent offer**, making you more competitive

We'll never push you to take on financial risk you can't manage — but if the numbers work, this is a powerful tool to win your next home.

---

## What If the Seller Doesn't Accept Contingent Offers?

Some sellers, especially in hot markets, may state up front that they won't accept contingencies.

### What to do:

- Ask your agent (us!) to contact the listing agent and present your case anyway
- Show how close you are to selling or closing

- Offer other incentives: flexible close date, minimal repairs, larger earnest money
- Keep the conversation open — many sellers change their tune when they see a well-prepared, motivated buyer

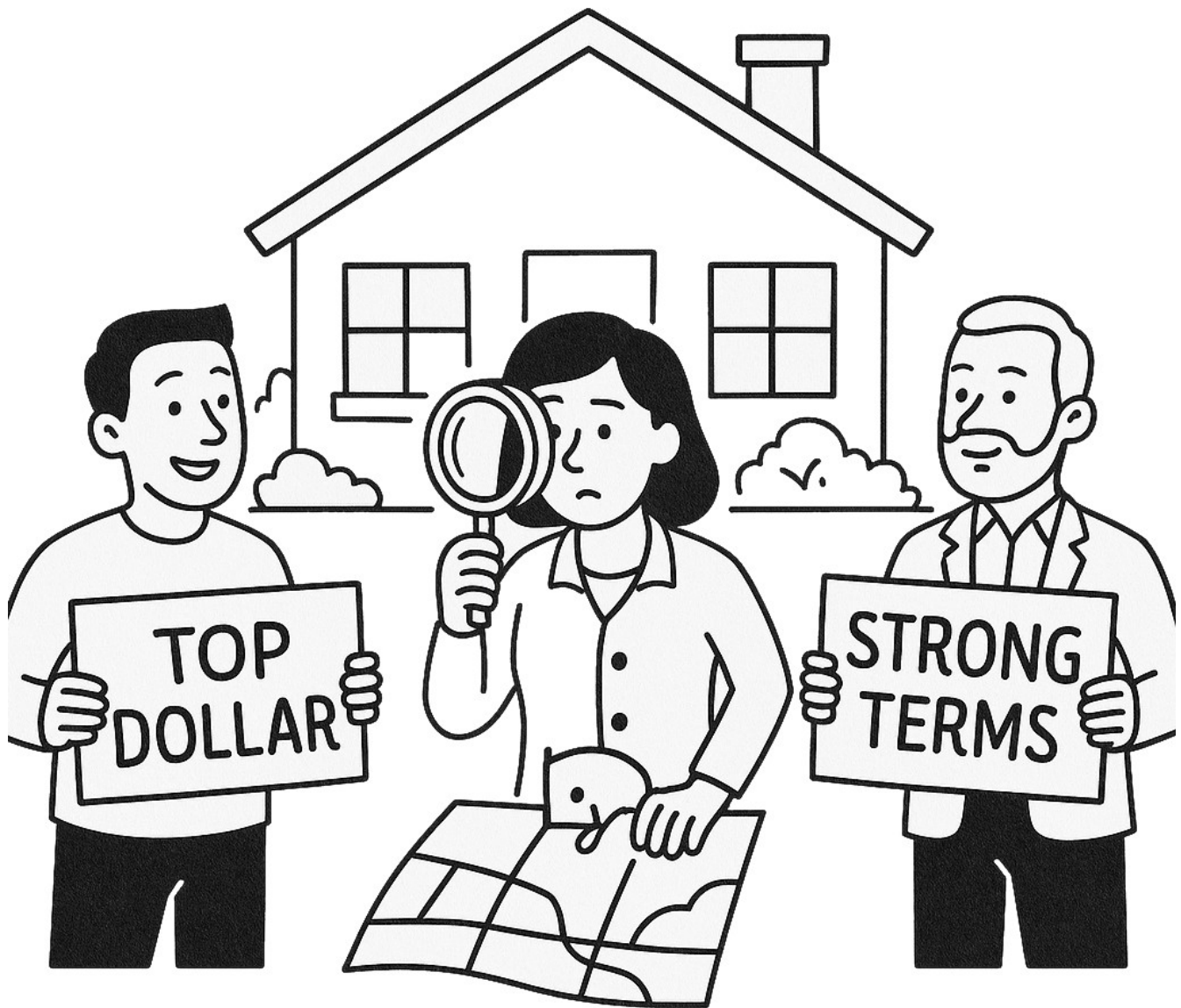
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### Summary: It's All About How You Frame the Offer

- ✓ Know the difference between sale and closing contingencies
- ✓ Present your home as a market-ready, well-positioned listing
- ✓ Show your timeline, lender support, and flexibility
- ✓ Explore bridge loans or HELOCs if you want to remove the contingency
- ✓ Work with an agent who can sell your home *and* sell your offer to the next seller

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In Chapter 8, we'll cover how to **review and accept offers on your current home** — so you choose the right buyer, not just the highest bid, and avoid delays that could derail your next move.



## Chapter 8: Accepting Offers on Your Current Home

*How to Choose the Right Buyer — Not Just the Highest Bid*

When your home hits the market, the goal is simple: attract strong offers fast.

But when you're also trying to **buy your next home at the same time**, the offer you accept on your current home affects everything:

- Your financing timeline
- Your ability to make offers with confidence
- And whether your whole transition stays on track — or falls apart

So don't just take the highest price. Take the **strongest offer**.

In this chapter, we'll help you review offers with a sharper lens, ask the right questions, and choose the buyer who helps you move forward without added stress.

---

## **Price Is Just One Piece of the Puzzle**

Getting top dollar feels good — but it's not the only factor that matters.

Look at every offer as a **package**. What matters just as much:

- Financing type
- Closing timeline
- Contingencies
- Flexibility
- Reputation of the buyer's lender and agent

### *Corbin Insight:*

We've seen \$5,000-lower offers lead to smoother closings — while “top dollar” deals fell apart because of weak financing or poor communication.

---

## **Key Terms to Review in Every Offer**

### **1. Financing Type**

- Cash = fastest, cleanest closing
- Conventional = strong, but still requires appraisal
- FHA/VA/USDA = fine in many cases, but stricter appraisal and repair expectations

### **2. Contingencies**

- Financing contingency (standard, but make sure it's tight)
- Appraisal contingency (watch out in fast-appreciating areas)
- Home sale contingency (if *their* deal falls through, yours does too — risky)

### **3. Closing Date**

- Is it aligned with your purchase timeline?
- Can they move it up or push it back if needed?

### **4. Earnest Money**

- A higher deposit = more serious buyer
- Is it at risk if they cancel without cause?

## 5. Repairs and Requests

- Are they asking for allowances, credits, or upgrades?
- How will that affect your bottom line and your prep timeline?

---

### What Makes a "Strong" Buyer?

Look for:

- Preapproval from a reputable lender (not just a generic letter)
- High earnest money (1–3% of purchase price)
- Fewer contingencies (or shorter timelines)
- Flexibility on possession or occupancy terms
- An agent who communicates clearly and quickly

 *What We Do:*

We personally call the buyer's lender *and* the buyer's agent before advising you to accept any offer. We want to know: can they really close on time?

---

### Case Study: Two Offers, One Smart Choice

A seller in Cumming received two offers:

- Offer A: \$415,000 with 3% down, FHA loan, 30-day close, asking for \$7K in closing costs
- Offer B: \$410,000 with 20% down, conventional loan, flexible close, no seller-paid costs

We recommended Offer B. Why? The buyer had already sold their home and was living in a short-term rental. Their lender confirmed underwriting was nearly complete.

That seller closed on time — and used their proceeds to purchase a home in Forsyth County the very next day.

---

### Watch for These Red Flags

- **Low earnest money** (less than 1%)
  - **Sale contingency** without details (is their home even listed yet?)
  - **Out-of-town lenders** with poor communication
  - **Offers with vague or delayed timelines**
  - **Buyers unwilling to negotiate minor issues**
-

## **Bonus: Add Backup Offers**

In a hot market, you may get multiple offers. Consider accepting one and keeping another as a **backup**.

If the first buyer cancels for any reason, the second offer automatically kicks in — keeping your timeline moving.

We always discuss this option with our clients, especially when timing is critical for their purchase.

---

### **Summary: The Right Offer = Peace of Mind**

- ✓ Look beyond price to strength, speed, and certainty
- ✓ Prioritize financing, timelines, and contingency details
- ✓ Don't be afraid to counter, clarify, or ask for more info
- ✓ Backup offers can help reduce the risk of a deal falling apart
- ✓ Your agent should help vet buyers *and* their support team

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In Chapter 9, we'll show you how to **manage the chaos of a dual move** — including packing, pets, kids, scheduling, and staying sane during the transition.



## Chapter 9: Accepting Offers on Your Current Home

### *How to Choose the Right Buyer — Not Just the Highest Bid*

When offers start coming in on your home, it's tempting to jump at the highest price. And we get it — when you're trying to buy your next place, every dollar counts.

But when you're buying and selling at the same time, there's more at stake than just the sale price. You need a buyer who will **actually close on time**, follow through on their financing, and keep things smooth — so you can move forward with your own purchase confidently.

This chapter will help you evaluate offers like a pro, choose the right buyer, and protect your timeline.

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## Look Beyond the Price Tag

Let's say you receive two offers:

- **Offer A:** \$10,000 over asking, but contingent on the buyer selling their home, with 45 days to close and 15 days of inspection.
- **Offer B:** \$3,000 under asking, but cash, with a 14-day close and no contingencies.

If you're *not* simultaneously buying, Offer A might make sense.

But if your next home depends on this deal closing cleanly and quickly? Offer B might be the safer (and smarter) choice.

 *Corbin Insight:* The “best” offer is the one that gets you to your next home on time, without stress or surprises.

---

## What to Review in Every Offer

Here's what we evaluate with you:

### 1. Financing Type

- Cash is king, but preapproved conventional loans are strong too.
- FHA/VA buyers can be great — but come with appraisal/repair requirements.

### 2. Contingencies

- Is the buyer asking for a financing or appraisal contingency?
- Are they also trying to sell a home before they can buy yours?

### 3. Inspection Window

- Shorter windows (7–10 days) are ideal.
- We look for buyers who won't nickel-and-dime over small issues.

### 4. Closing Timeline

- Does it match your purchase timeline?
- Can we negotiate occupancy if needed?

### 5. Earnest Money

- The more they're willing to put down, the more serious they usually are.

### 6. Buyer's Agent and Lender

- Experienced agents and responsive lenders = smoother transactions.
- We always call to vet the team before recommending a response.

---

## **Real-World Example: Fast Isn't Always Better**

One of our clients in McDonough received an all-cash offer for \$410,000 — but it came with a 5-day inspection, no lender accountability, and a vague proof-of-funds letter.

Another buyer offered \$407,000 with financing — but the lender had already cleared them through underwriting and the agent was extremely proactive.

We helped our client accept the second offer. It closed on time, with no drama, and allowed us to line up their next purchase *perfectly*.

---

## **Counteroffers: Use Them to Create Flexibility**

If an offer is good but not perfect, counter.

Examples:

- Ask for a **shorter inspection window** (from 14 days to 7)
- Request a **rent-back or occupancy period** after close
- Adjust the closing date to match your next home's timeline
- Request stronger proof of funds or lender communication

We help you craft offers and counteroffers that support **your transition**, not just your sale.

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## **Protect Your Peace: Reduce Risk of Fall-Through**

Every sale has risk, but you can reduce it by:

- Choosing preapproved or cash buyers
- Limiting contingencies
- Staying in regular communication with the buyer's team
- Having a backup plan if things fall through

 *Corbin Tip:* We maintain **backup buyer interest** even after going under contract — just in case. That way, if your first buyer backs out, you're not starting from scratch.

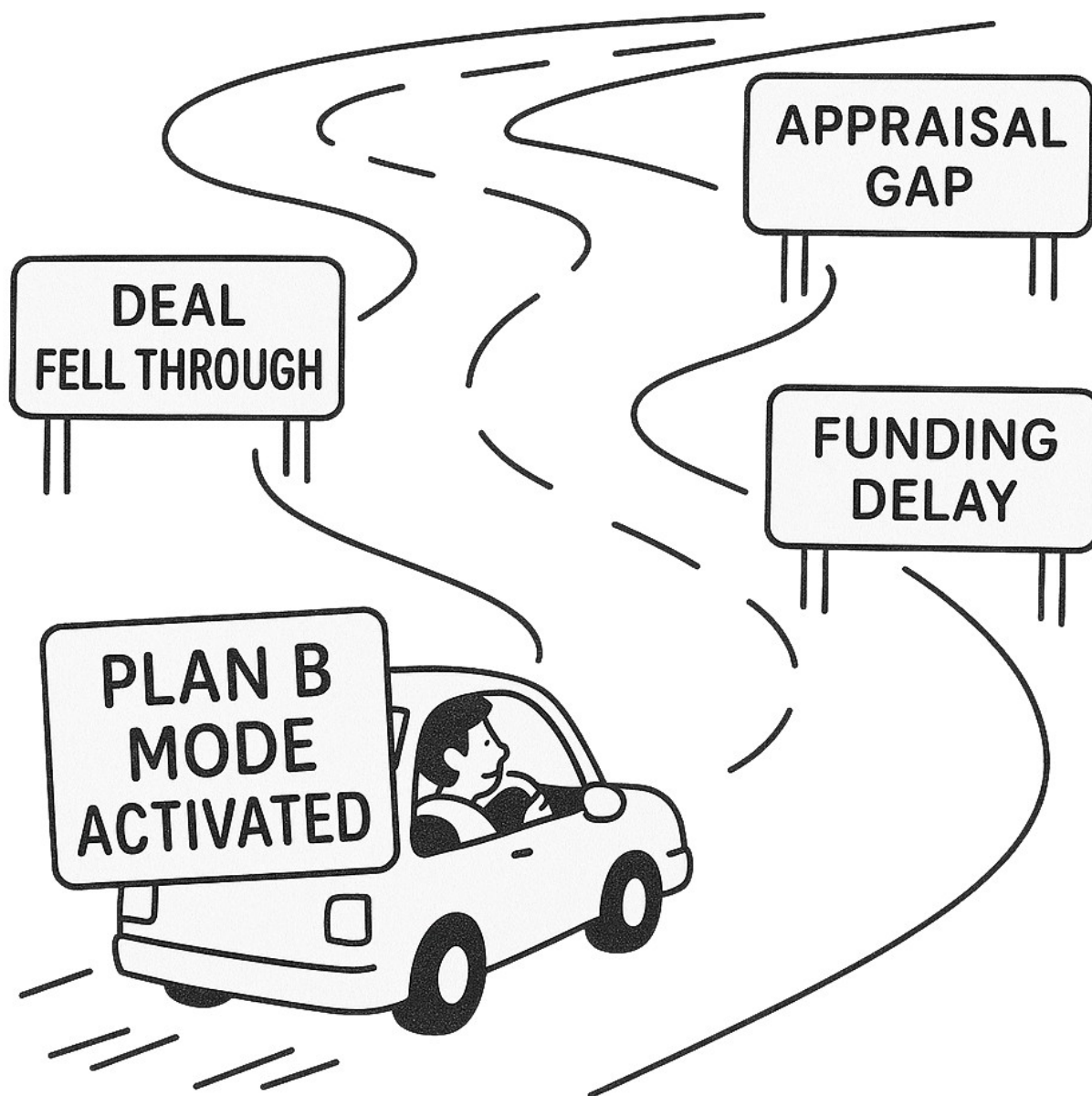
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## **Summary: The Right Buyer Makes Everything Easier**

- ✓ Choose based on terms, timing, and reliability — not just price
- ✓ Understand the domino effect one buyer can have on your next home
- ✓ Use contingencies and counteroffers to protect yourself
- ✓ We vet every buyer and lender before you sign anything
- ✓ This is where having the right team makes all the difference

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In Chapter 10, we'll show you how to **manage the chaos of a dual move** — including packing, scheduling, and keeping your life together while everything's in motion.



## Chapter 10: When Things Don't Go As Planned

### *Backup Strategies for Appraisal Gaps, Delays, and Deal Collapses*

In real estate — especially when you're juggling two transactions at once — curveballs happen.

A buyer backs out. An appraisal comes in low. The closing attorney finds a title issue. A lender needs more documentation — and suddenly, your "smooth move" hits turbulence.

The good news? With the right preparation and mindset, **you can recover from almost any hiccup** and still get to your next home with your finances and sanity intact.

In this chapter, we'll walk you through common issues we've seen (and solved), and the strategies you can use to **stay flexible, stay funded, and stay moving forward**.

---

## Problem 1: The Appraisal Comes In Low

Appraisals are based on recent comparable sales — and sometimes, they don't match your agreed purchase price.

This can derail:

- The **sale of your current home**
- Or the **purchase of your next one**

If your buyer's lender won't approve the full amount, or your own appraisal comes in short, here's what you can do:

### Solutions:

- **Renegotiate** the price to match the appraisal
- **Split the difference** with the other party
- **Bring cash** to cover the gap (if you have reserves or HELOC funds)
- **Challenge the appraisal** with stronger comps (through your agent)

 *Real Example:*

A buyer's appraisal in Fayetteville came in \$12,000 low. We provided updated comps, challenged a few mismatched sales, and got the appraised value increased by \$9,500 — saving the deal.

---

## Problem 2: Financing or Underwriting Delays

Even strong buyers can run into slowdowns — especially if:

- Lenders need extra documentation
- Income or employment changes raise questions
- There's an issue with the buyer's debt-to-income ratio
- The lender misses deadlines

Delays in your buyer's closing can delay **your next purchase**, causing a domino effect.

### Solutions:

- **Build buffer time** into your contract from the start
- **Negotiate an extension** on your purchase agreement
- **Use occupancy agreements** to bridge the gap if needed
- **Switch lenders quickly** if service issues arise (yes, it's possible mid-deal)

 *Corbin Tip:* We pad our closing timelines with a few extra days and coordinate closely with both lenders so nothing catches you by surprise.

---

### **Problem 3: Your Buyer Backs Out**

Even after going under contract, buyers can terminate — due to inspection issues, financing, cold feet, or contingencies.

It stings. But it's not the end.

#### **Solutions:**

- **Go back to backup offers** (we always try to have them)
- **Relist immediately** with fresh marketing and an updated description
- **Adjust price or repairs** to address any feedback
- **Use temporary housing or pause your purchase** if needed

This is where working with a seasoned team matters. We've recovered deals in 48 hours or less — and even gotten better terms the second time around.

---

### **Problem 4: Your New Home Falls Through**

Sometimes it's not your sale — it's your purchase that hits a wall.

Maybe the seller backs out. Maybe the home doesn't pass inspection. Maybe financing doesn't work out.

#### **Solutions:**

- **Pause** and stay in your current home if possible
- **Negotiate rent-back** from your buyers (even if short-term)
- **Use temporary housing or short-term rentals**
- **Reenter the market** quickly with a clear game plan

#### *Real Example:*

One client lost their dream home the day before closing — due to a last-minute title issue. We negotiated a 10-day occupancy extension from their buyers and found a better home just four days later.

---

### **The Real Secret: Build Flexibility Into Your Plan From the Start**

The biggest risk isn't what happens — it's not being prepared.

That's why we:

- ✓ Always plan for 1–2 day buffers

- ✓ Keep clients informed about lender timelines
- ✓ Prepare backup housing or rental options
- ✓ Maintain communication across all parties — daily, if needed

You don't need to panic when a deal stumbles. You just need a plan B (and sometimes a plan C).

---

### **Summary: Stay Calm, Stay Informed, Stay on Track**

- ✓ Low appraisals? You've got options
- ✓ Delays? You've got buffers
- ✓ Cancellations? You've got backup buyers
- ✓ Problems with your purchase? You've got leverage

You're not in this alone. We've navigated every one of these scenarios — and we know how to steer you toward the finish line.

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In Chapter 11, we'll help you cross the line with confidence — showing you how to **close on both homes smoothly and with minimal stress**.



## Chapter 11: Final Steps to a Smooth Landing

### *Closing on Both Homes Without the Headaches*

You've sold your home. You've secured your next one. The finish line is in sight.

But this last stretch — from contract to close — is where surprises can pop up. Appraisal delays, lender hiccups, title issues, or misaligned timelines can easily create stress when you're juggling two transactions.

The good news? With the right plan and team in place, you can cross the finish line *without* last-minute chaos.

---

### **Step 1: Confirm Your Closing Dates — Early**

As soon as both homes are under contract:

- Confirm target **closing dates** on both transactions
- Coordinate your **move-out and move-in** windows
- Discuss **walkthrough schedules** with both buyers and sellers

#### *Corbin Tip:*

Aim to **close on your sale first**, even by a few hours or a day. That frees up funds to use for your next purchase and gives you more leverage on timing.

---

## **Step 2: Coordinate with Both Lenders and Attorneys**

You're now dealing with:

- Your buyer's lender and closing attorney
- Your own new lender and closing attorney
- Possibly a title company, inspector, appraiser, and insurance agent — for each property

This is why **project management is essential**. We stay in touch with all parties, confirming:

- Loan status updates
- Appraisal reports
- Title clearance
- Insurance documentation
- Closing disclosure timing

Our job is to make sure no ball gets dropped.

---

## **Step 3: Prepare for the Move (Without Losing It)**

By now, you're packing boxes, changing utilities, forwarding mail, and maybe juggling kids, pets, or work schedules.

To avoid overwhelm:

- Hire movers early (they book fast during busy seasons)
- Pack an **essentials box** with daily items (toiletries, chargers, important docs)
- Label boxes clearly by room
- If there's a gap between closings, reserve **storage or temporary housing** as a backup

### *Case Study:*

One client moving from Buford to Newnan planned for a 2-day buffer. They used a storage pod and stayed with family. Their closings staggered by 36 hours, and everything moved smoothly.

---

## **Step 4: Final Walkthroughs and Adjustments**

You'll do a final walkthrough on your new home, and your buyer will do one on yours.

Checklist:

- Ensure all agreed repairs were completed

- Leave the home broom clean and remove all personal items
- Transfer utilities or cancel services as of the move date
- Double-check your **closing disclosures** — no surprises on settlement day

If anything feels off, speak up **before** you sign. It's easier to fix now than after closing.

---

## Step 5: Close, Fund, Move, Breathe

On closing day(s):

- Bring your ID and any required documents
- Be prepared to sign for 30–60 minutes
- Confirm **wires and funding** are properly routed — especially if using proceeds from your sale to fund your purchase
- Once both deals are complete, celebrate! You pulled it off.

 *Corbin High Five:*

We've helped dozens of Georgia families do this exact thing. It's not easy — but with structure, communication, and teamwork, it's absolutely doable.

---

## Summary: Finish Strong, Land Soft

- ✓ Confirm closing dates early and build in cushion
  - ✓ Stay on top of lender requirements and legal timelines
  - ✓ Prepare for your move like a project manager
  - ✓ Don't skip the final walkthrough
  - ✓ Be ready to pivot — but trust the plan you've put in place
- 

Next up: **Chapter 12 – What Smart Upsizers Know**

We'll share insights, common lessons, and real-world advice from clients who've successfully made the jump — and how you can avoid the mistakes they made along the way.



## Chapter 12: What Smart Upsizers Know

*Lessons from Past Clients, and What We Wish Everyone Knew*

If you've made it this far, you're already ahead of the game.

You've learned the strategies, tools, and timing techniques that most Georgia homeowners only discover *after* they've stumbled through a stressful dual move.

But there's more to a smooth transition than checklists and contracts.

In this final chapter, we'll share the mindset, habits, and real-life lessons that separate the *frazzled mover* from the *confident upscaler* — so you can make this transition with clarity, calm, and control.

---

## Lesson 1: Treat It Like a Business Decision — With Heart

Your home is emotional. Your next move is probably personal. But **your transition needs to be strategic**.

The most successful clients we've worked with:

- Lean into expert advice
- Trust data over sentiment
- Make decisions based on equity, timing, and opportunity — not just feeling rushed or attached

 *Corbin Perspective:*

We care about your memories — but we're here to protect your momentum. Your next chapter deserves a plan, not just hope.

---

## Lesson 2: Plan Your Exit *and* Your Entry

A great sale is only half the battle.

Smart upsizers think two moves ahead:

- “What happens if my home sells before I find a new one?”
- “What’s my backup if closing gets delayed?”
- “How do I time movers, utilities, schools, and work — without burning out?”

The key is **buffer zones**:

- 1–3 days between closings
  - Flexible occupancy agreements
  - Contingency plans for funding or appraisal delays
  - Packing and storage support if needed
- 

## Lesson 3: Pack with Purpose

You're not just moving stuff — you're designing a new life.

We recommend:

- Packing essentials in labeled “First Day” boxes
- Separating “Move Now” and “Store Until Settled” items
- Creating digital records of important documents, school transfers, utilities, etc.

 *Client Tip:*

One couple created color-coded tape for each room. Movers knew *exactly* where to unload, and the unpacking was done in a weekend.

---

 **Lesson 4: Embrace the Chaos — But Stay Focused**

Dual moves are messy. There will be boxes, delays, last-minute texts from lenders, maybe even a tear or two. That's normal.

But if you follow your plan — and stick with professionals who know how to course-correct — you'll make it through stronger, smarter, and ready for what's next.

Keep your eyes on:

- The equity you're preserving
  - The opportunity you're seizing
  - The home you're building next
- 

 **Lesson 5: Ask for Help Early**

Don't wait until you're overwhelmed to call in reinforcements.

Our team has helped families across Georgia sell, buy, and transition — without panic or second-guessing.

We bring:

- A pricing and marketing strategy for your current home
  - A focused search and negotiation plan for your next one
  - A timeline map that connects both ends
  - And a steady hand when things go sideways
-



## **Final Thoughts: You Can Do This — and We're Here to Help**

*Taking the Next Step with Clarity, Confidence, and the Right Team*

If you've made it through this guide, then you already know something important: this is doable.

Yes, buying and selling at the same time can feel like a lot. But with the right plan, the right support, and a step-by-step approach, it's absolutely within reach — and you don't have to sacrifice your peace of mind to make it happen.

We've walked alongside clients through every kind of real estate situation you can imagine:

- Families with two kids, two dogs, and one weekend to find a home

- Couples who needed to sell quickly but also wanted to time school districts
- Retirees downsizing and worried about living in transition
- First-time upgraders moving from townhomes to dream homes

Every situation is unique — and every one of them found a way forward.

And now, so can you.

---

## A Quick Recap of What You've Learned

- **How to decide whether to sell or buy first**
- **How to finance your move smartly**, using bridge loans, HELOCs, and contingencies
- **How to time your closings** to avoid stress and overlap
- **How to prep your current home** while you're still living there
- **How to search smart** and make strong, competitive offers
- **How to negotiate with flexibility** and protect yourself at every turn
- **How to choose the right buyer** for your home — not just the highest offer
- **How to protect your sanity**, especially when things get hectic

You now have the strategies, insights, and tools to make this move the *right* way — and avoid the common pitfalls that trip up so many homeowners.

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## Let's Stay in Touch

We're Ron and Addison Corbin — and this isn't just a book. It's what we do every single day.

If you're thinking about buying and selling simultaneously in Georgia — even if you're just in the early stages — we'd love to help.

- **Let's talk about your plan**
- **Let's run the numbers together**
- **Let's design a timeline that works for you**

You don't have to figure this out alone. You just need the right guide.

 **Follow us on social media** for tips, local market updates, and behind-the-scenes looks at how we help clients make smart moves every week.

 **Come meet us at one of our Quarterly Client Appreciation Events!** We'd love to say hello and help you feel right at home — even before your new keys are in hand.

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## **Your Next Move Starts Now**

Upgrading your home isn't just about square footage or location. It's about building a lifestyle that fits where you are — and where you're going.

You deserve a move that supports your goals and makes the process feel *exciting*, not exhausting.

Let's make that happen — together.

— **Ron & Addison Corbin**

*The Corbin Real Estate Team*