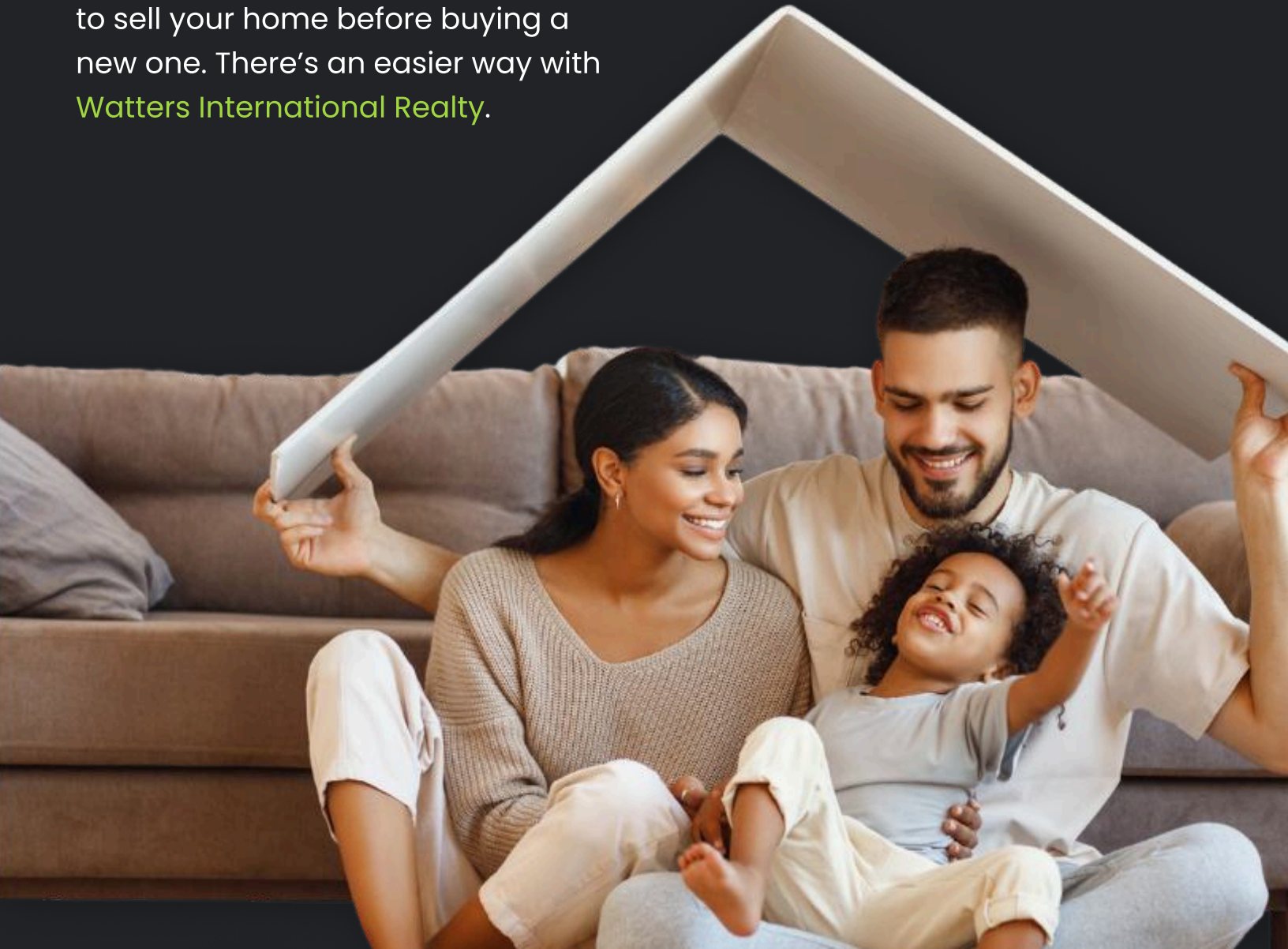


Your guide to **buying** while you **sell**

Say goodbye to the days of needing to sell your home before buying a new one. There's an easier way with [Watters International Realty](#).



- 03. Introduction
- 06. Buying a home the traditional way
- 09. The good and bad of contingent offers
- 04. A new, better way with Watters.

Is it possible to purchase a home without having all the funds upfront?

This is the challenge that traditional real estate has placed on homeowners for years. The expectation is that you sell your current home first, then use the proceeds to buy your next one.

But closing on a house isn't instant. During that waiting period, your belongings, finances, and even your family are stuck in limbo, as you deal with inspections, appraisals, and countless other delays. And that's just the beginning...



Cleaning and preparing your old home



Waiting on lenders and moving on their time



Making sure you sell your home for top dollar

The usual approach is making a contingent offer, which means, 'I'll buy your home once mine sells.' But sellers tend to shy away from contingencies, and to make matters worse, another buyer can easily outbid you.

So, you start exploring other options—maybe renting temporarily, putting your things in storage, taking out a bridge loan, or, worst of all, settling for a home that doesn't truly fit your needs.

But what if there was a smarter, more practical way to handle this?

A New Approach to Home Buying

When you partner with Watters, we ensure the sale of your current home right from the start, allowing you to make a non-contingent offer on your next home—giving you a stronger chance to secure the property you want. After you've moved in, we'll handle selling your old home for you.

Let's take a look at how it all works --->

Section 1

Buying a home the traditional way

The outdated process needs a modern solution.

Although buying and selling a home simultaneously through the 'standard' route isn't impossible, it's far from easy—and it often doesn't align with your timeline or needs. In an ideal world, you'd sell your current home, collect the proceeds, and seamlessly apply that toward closing on your new home.

However, the chances of everything falling into place like that are slim. Any delay on either side can cause the whole plan to collapse, leaving you juggling financing or handling a chaotic move on your own—possibly leading to a decision you'll regret.

Let's break down the obstacles you might face if you opt for the traditional approach of selling before buying.

Financing

To qualify for a mortgage on your new home, you'll need to make a down payment. For many, gathering that down payment before selling their current home—and receiving the proceeds—can be a challenge.

If your savings aren't enough to cover the down payment, here are a few alternative options to consider:

- **Home equity line of credit.** A home equity line of credit (HELOC) allows you to draw cash, similar to a credit card. If your limit is high enough, you can borrow the money to make your down payment on a new home. You must have a HELOC in place before you put up your home for sale in order to pull this move off. Your lender won't approve a HELOC if your home is already on the market.
- **Bridge loan.** A bridge loan lets you borrow up to 80% of your home's value to pay off your first mortgage and/or put money towards a down payment on a new home. Because the term on a bridge loan is so short, you're likely to pay a higher interest rate than you would on a mortgage loan.
- **Low-down-payment mortgage.** It's hard to qualify for any traditional mortgage if you don't have enough saved for a solid down payment. You can consider a low-down-payment conventional mortgage. (After you sell your first home, you may be able to refinance in order to make lower monthly payments.)

Moving

The chances of perfectly coordinating the timing of moving from one home to another are low. If you encounter this situation, you may need to arrange temporary housing. Let's explore a few options for sellers, including the possibility of staying in your current home a bit longer.

- **Rent-Back Agreements:** When you sell your home, you can negotiate a rent-back agreement with the buyer, allowing you to continue living in the home as a tenant after the closing date until a specified date. If you're in a seller's market with multiple interested buyers, you can inform them that your top priority is to sell to someone who is willing to accommodate a rent-back arrangement.
- **Short-Term Rentals, Hotel Stays, and Vacant Apartments:** You can explore online platforms for short-term rentals that offer three- to six-month leases or even month-to-month options (though these may come at a higher cost). Websites like Airbnb allow for extended bookings, and some hosts may offer discounts for longer stays. Hotels are another option—while this can be more expensive, if you're relocating for work, you might negotiate a moving stipend as part of your offer letter to help offset the costs of temporary housing.
- **Family.** Hey, you still love me right? Remember when you said I could always come back? Well here I am!

Buyer's Remorse

When buyers sell their homes before purchasing a new one, they can sometimes feel pressured if their search has dragged on for a while. Being in a temporary living situation can be uncomfortable, and it's understandable that most buyers want to resolve this quickly. Unfortunately, that urgency often leads them to settle for a home that isn't the best fit.

For those homebuyers who prefer to follow the traditional route, one option is to make a contingent offer on their new home.

However, this approach comes with its own set of challenges.

Section 2

The good and bad of contingent offers

Here's how homeowners have traditionally navigated the transition between homes.

Most of us don't have the funds or resources available to buy a second home before selling our first, and the thought of moving twice or taking out a loan can be daunting. As a result, many people opt to make 'home sale contingent' offers on their next home. There are various types of contingencies, primarily designed to protect buyers from making a poor investment.

When a homebuyer submits a contingent offer, it means their proposal to purchase the property is only valid if specific conditions are met. This type of offer allows buyers to withdraw from the purchase agreement without forfeiting their earnest money deposit if something goes awry. Essentially, a contingent offer is conditional.

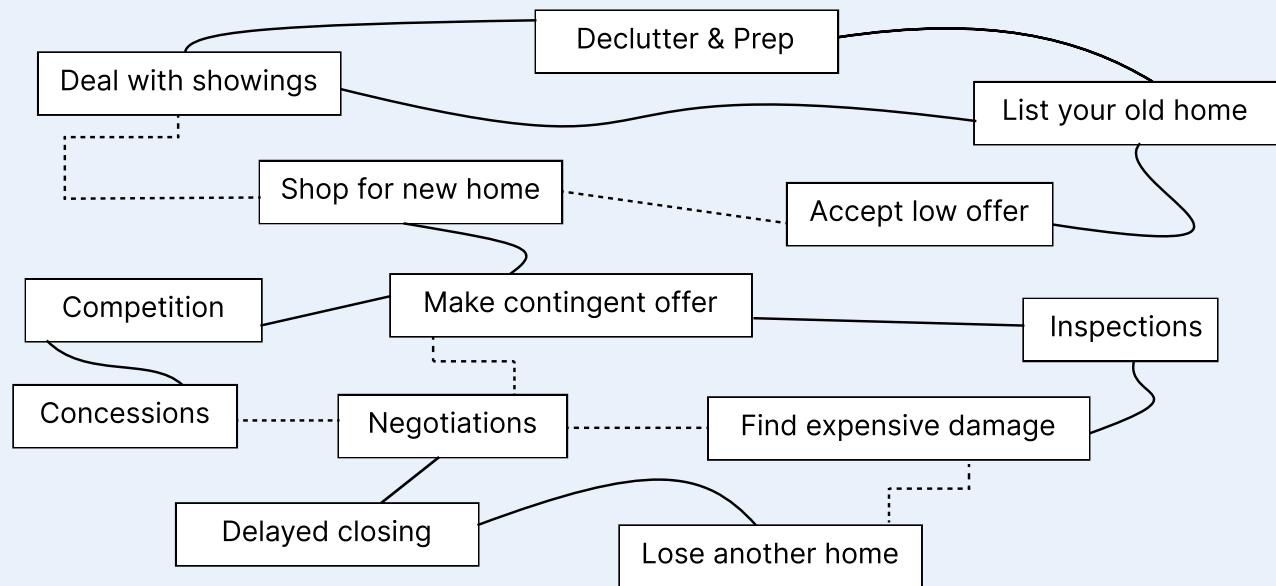
With contingencies in place, you won't lose your earnest money if you choose to back out of a purchase. However, in a competitive market, a contingent offer might put you at a disadvantage, as sellers often prefer offers with minimal contingencies.

The most common types of contingent offers

There are several common contingencies that buyers often include in their offers: financing contingencies (which protect them if they can't secure a mortgage), inspection contingencies (if the inspection uncovers costly or irreparable issues with the property), and appraisal contingencies (if the lender determines the home isn't worth the loan amount).

However, the home sale contingency can be a significant hurdle, even for the most qualified buyers searching for their ideal homes. If you require a home sale contingency—meaning your current home must be sold before you can purchase a new one—you may encounter resistance from sellers, even if your reasons for needing one are valid.

The Traditional Way



The problems with contingent offers

PROBLEM 1: Sellers don't like them

Why would a seller choose a contingent offer over one without any conditions? For sellers, a contingent offer carries the risk that the sale could fall through—benefiting the buyer, not them. Contingencies can also lead to additional concessions, negotiations, and inspections, which may cost the seller time and money, delaying the closing process. In a seller's market, where demand outweighs supply, sellers are less likely to tolerate these complications.

PROBLEM 2: Buying with a home sale contingency makes your life hectic

Let's say you do find a seller willing to accept your contingent offer. Now, on top of your usual responsibilities—work, family, relationships, and everything else—you'll also need to navigate the sale of your current home while coordinating the timing of buying the new one.

SOLUTION: Become a non-contingent buyer with Watters

If you've been trying to sell your old home in order to buy a new one, you're likely familiar with the catch-22. You know you might need some assistance to make a non-contingent offer without giving up your flexibility or settling for less than what you truly want.

Section 3

**A new,
better way
with
Watters**

Let us introduce you to something we call “Buy Before You Sell”

We’ve seen how the traditional approach to buying a new home works, but when it comes to cost, convenience, and competitiveness, the process feels backward. Homeowners often end up at the mercy of circumstances instead of being in control of their decisions.

In an ideal world, you’d make a non-contingent offer, move into your new home immediately, and avoid the stress of coordinating your timeline with both the buyer of your current home and the seller of your next one. Essentially, you’d buy before selling.

If you have the cash to purchase a new home before selling your old one, that’s a huge advantage. But for most, the thought of carrying two mortgages or moving twice is both expensive and frustrating.

For those new to the process, it’s important to understand why buying before selling can make such a difference—and how it can positively impact every aspect of your home-buying experience.

SELLING BEFORE BUYING	BUYING BEFORE SELLING
<ul style="list-style-type: none"> • Sell your old home at potentially suboptimal price • Find temporary housing before move into your new place • Accommodate showing your old home while you’re still living in it • Settle for a home you like, rather than one you love 	<ul style="list-style-type: none"> • Sell your home at the best price, not just the next price • Move once, and at your convenience • Skip showings, open houses, and keeping your home “show ready” • Comfortably choose your dream home without rush

When you work with a company like Watters, the process is reversed. You purchase your new home first—without draining your savings or settling for less than what you want—then sell your old home afterward. We call this approach Buy Before You Sell.

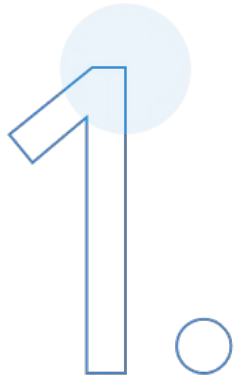
How does Buy Before You Sell work?

With Buy Before You Sell, Watters transforms you into a non-contingent buyer by guaranteeing the sale of your current home. This guaranteed offer allows you to confidently make an offer on your next home, free from the worries of contingencies slowing you down.

The **Watters International** Way

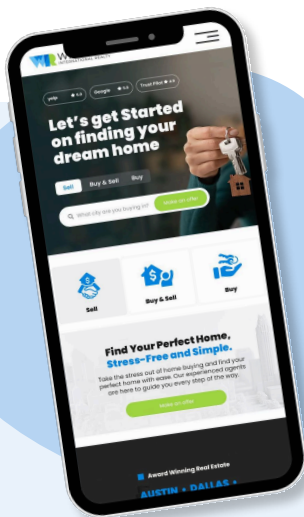


How does Buy Before You Sell work?



You'll begin by answering a few questions about your current home and what you're looking for in your next one. With this info, we'll calculate your guaranteed offer, giving you the freedom to start searching for your new home – all without worrying about selling your old one first.

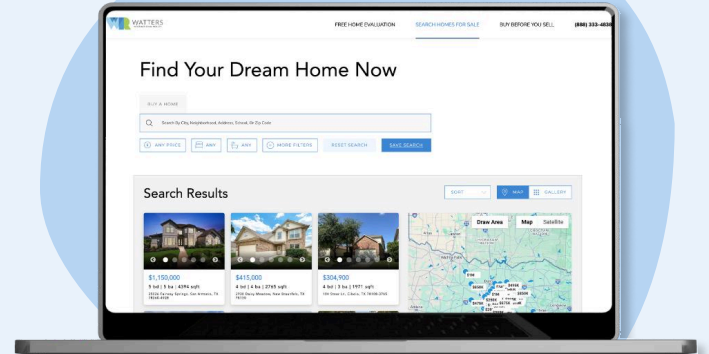
You'll also complete an application so we can determine your equity advance is an interest-free loan that covers the down payment for your new home and any closing costs. Ofcourse, you can still pick any lender you want for your new home mortgage.



Next, we'll pair you with an Watters agent to tour homes that meet your criteria. Many of our customers also work with our agents to create a dream home match – a consultation in which we find out what are the non-negotiables, extras, and aspects of the home you are looking for in order to prepare you a list of listings that match your wants.

3.

Once you find your dream home, you can make a strong, non-contingent offer and secure it. Just before closing, Watters will provide your equity advance, allowing you to close quickly and move into your new home without delay.



4.

As you get comfortable in your new home, our team will take care of listing your old one. Your Watters agent will provide updates on how your listing is performing, including days on the market, the number of showings, and feedback from potential buyers. They'll also offer expert advice on any upgrades worth considering (or skipping) to help you secure the best possible price.



In the meantime, you won't have to stress about constantly leaving for showings. Not only is it inconvenient to adjust to different schedules, but between visits, you'll need to keep your home in 'show-ready' condition—spotlessly clean and free of personal touches so potential buyers can envision themselves living there. It's like walking on eggshells in your own home.

Here, the benefits of buying before you sell are twofold:



You can rest easy knowing that you won't have to rearrange your schedule to accommodate showings.



Having the flexibility to get buyers in whenever they want increases your chances of getting an offer sooner.

Once your old home sells, Watters will get paid back for the equity advance out of the sale proceeds. If your home doesn't sell within 120 days, we'll buy it from you. The offer was guaranteed, after all.

How much does this cost?

When you work with us, you pay a brokerage fee to buy and sell your home (typically 7%). Additionally, you will also pay a 2.4% program fee to use our Buy Before You Sell service.

Who do you work with?

Watters agents are licensed real estate agents, here to help you navigate the entire home buying and selling process. On average, they have eight years of local real estate experience - so not only are they' experts, but they're your neighbors.

<p>SPEED MATTERS</p> <p>40%</p> <p>We sell faster than the average agent</p>	<p>BETTER RETURNS</p> <p>\$40K</p> <p>Our listings sell more than the average agent</p>	<p>TRUSTED BY MANY</p> <p>600+</p> <p>We sold over 600 homes last year</p>	<p>WE STAND OUT</p> <p>\$2.4M</p> <p>Annual Amount Spent On Marketing For Our Clients</p>
--	---	--	---

About Watters International Realty

Watters agents are licensed real estate professionals dedicated to guiding you through every step of the buying and selling process. With over 15 years of local market experience on average, our team combines expert knowledge with a deep connection to the community – so not only are they real estate experts, they're also your neighbors.

Go to www.christopherwatters.com
or click below to learn more.

[Get Started](#)

