



LINDSAY FRICKS  
— GROUP —

# HOW TO SELL YOUR HOME WITHOUT LOSING YOUR MIND

*A straight-talk guide to navigating  
your next move on your terms*

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# BEFORE WE DIVE IN...

Most people don't lose sleep over whether their home will sell. They lose sleep over what happens next.

Where will we go? What if we sell before we find something? What if we end up homeless? What if we buy something we can't afford to carry while we wait for ours to close?

These are the real questions. And they don't have clean answers on Google or ChatGPT.

This guide walks you through the strategies my clients actually use to navigate the transition from one home to the next without the panic, the pressure, or the storage unit.

There's more than one way to do this. The right path depends on your timeline, your finances, and how much risk you're comfortable carrying. My job is making sure you know all your options before you decide.

This guide walks you through the four most common strategies I've used to help many families make this transition with the most ease as possible.

Whether you're seriously considering a move or just starting to think about what's possible, I sincerely hope this guide leaves you feeling more informed and confident in making this decision for your family.



*Lindsay Fricks*

# Why I WROTE THIS GUIDE

I've spent 15 years in Fortune 500 sales and marketing — negotiating complex contracts, managing large budgets, and building strategies that actually move the needle.

When I transitioned to real estate, I brought that same strategic rigor to the Arizona market. I'm a top 1% agent in Arizona, and I've helped hundreds of families navigate exactly the kind of transition you're thinking about.

**TOP 1%**

*Arizona agent*

**15 YRS**

*Fortune 500 background*

**\$100**

*Lifetime Real Estate Sales*



“

The best time to solve the sell-and-buy problem is before it becomes one. That's the conversation I have with every client before a sign goes in the yard.

”



# WHY THIS PART IS *harder than* THE ACTUAL SALE

Selling a home is straightforward. Selling a home while simultaneously trying to buy another one in a market with limited inventory is a completely different experience.

The fear most sellers carry quietly is this: what if I sell and then can't find anything I love? Suddenly I'm homeless, in a hotel, or sleeping in my sister's guest room while the market decides to cooperate.

The strategies on the following pages are the ones I walk my clients through before we ever put a sign in the yard. Because the best time to solve this problem is before it becomes one.

*That fear is valid. But it's also solvable.*

# 1

## *Sell first,* STAY IN YOUR HOME AFTER CLOSING

### WHAT IT IS

You sell your home and negotiate the right to remain in the property for a set period of time after closing. You pay the buyers a daily rate to stay, and you use that time to shop, make offers, and close on your next home without any pressure.

### WHO IT WORKS BEST FOR

Sellers who have a competitive home, strong equity, and buyers who are flexible on move-in timing.

### THE UPSIDE

You sell at peak leverage. You stay in familiar surroundings. You have full financial clarity before you buy.

### THE THING TO KNOW

Not every buyer will agree to this, and the terms matter enormously. The length of the stay and the daily rate are both negotiable. Getting this right requires an agent who knows how to ask for it and make it easy for the other side to say yes.

### REAL EXAMPLE

This is exactly what my clients at 3336 E Hatcher Road did. We received 3 offers in one weekend and negotiated the right for them to stay in their home after closing. They relocated out of state on their timeline, not the buyer's.



# Buy first, THEN SELL

## WHAT IT IS

You purchase your next home before listing your current one, then sell once you're settled. This eliminates the transition gap entirely. You move once. You never feel rushed into a purchase because a closing deadline is breathing down your neck.

## WHO IT WORKS BEST FOR

Sellers who have access to funds to carry both properties temporarily. This is more common than people think, and there are several ways to make it work.

## THE THING TO KNOW

You will be carrying two mortgages temporarily. How long depends on how quickly your home sells, which is why pricing and preparation on the sale side are non-negotiable in this scenario. The better your home is positioned, the shorter that overlap.

## THE RISK

If your home takes longer to sell than expected, the carrying costs add up. This is not a strategy to enter without a clear plan on the sell side.

## HOW PEOPLE FUND IT

A home equity line of credit, or HELOC, lets you borrow against the equity you've already built in your current home. You use those funds toward the purchase of your next home and repay the line when your home sells.

Bridge financing is short-term lending specifically designed for this situation. Your lender evaluates both properties and extends a loan to cover the gap. It carries a cost, but for the right situation it's worth every penny.

A family line of credit is more common than most people admit out loud. If a parent, sibling or close family member has the resources to temporarily front funds, this can be the simplest and most flexible option available. There's no shame in using the resources your network has to offer. Structure it clearly, put it in writing and treat it like the financial transaction it is.



# *Sell & lease* TEMPORARILY WHILE YOU SEARCH

## WHAT IT IS

You sell your home, move into a short-term rental or corporate housing and shop for your next home without the pressure of a simultaneous transaction. Your finances are clean. Your head is clear. You search on your terms.

## WHO IT WORKS BEST FOR

Sellers who want a complete reset between homes. People relocating to a new market. Anyone who wants maximum flexibility in their search without financial overlap.

## THE UPSIDE

You know exactly what you have to spend. There's no double carry, no contingencies, no timing pressure. You can take your time and make a confident decision.

## THE THING TO KNOW

This requires planning before your home closes, not after. Short-term rentals in the Phoenix market can be limited and competitive, particularly for furnished options in desirable areas. Securing housing before you list is the move.

## WORTH CONSIDERING

If you're relocating out of state, this strategy gives you the space to visit your new market multiple times, get to know neighborhoods, and make an informed decision rather than a pressured one. That breathing room has real value.

# 4

## *Sell & buy* AT THE SAME TIME

### WHAT IT IS

You list your home and search for your next one simultaneously, with both transactions ideally closing around the same time. Most people default to this option because they don't know the others exist.

### THE REALITY

It can work. But it requires everything to go right at the same time, and in real estate, that is rarely guaranteed. You're negotiating your sale while negotiating your purchase. You're managing two sets of deadlines, two sets of emotions, and two transactions that are each complicated on their own.

When it comes together it feels like a miracle. When it doesn't, it's one of the most stressful experiences a homeowner can go through.

### WHEN THIS IS ACTUALLY THE RIGHT CHOICE

If none of the other strategies are financially accessible to you, this is a completely valid path. Plenty of people do it successfully every day. The key is going in with eyes open, a very organized agent, and a clear contingency plan if one side of the transaction falls apart.

### THE HONEST TRUTH

Most people who get stuck and don't sell at all are stuck here. The idea of managing both at once feels so overwhelming that they do nothing. If that's you, start with a conversation. There's almost always a path that feels less chaotic than this one.

# HOW THE STRATEGIES *stack up*

STRATEGY	BEST FOR	FINANCIAL	TIMELINE	STRESS
SELL FIRST, STAY AFTER CLOSING	Competitive home, strong equity	●○○	●●●	●○○
BUY FIRST, THEN SELL	Sellers with equity access, bridge financing or family resources	●●○	●●●	●●○
SELL & LEASE TEMPORARILY WHILE YOU SEARCH	Relocating sellers who want a clean financial break	●○○	●●●	●●○
SELL & BUY SIMULTANEOUSLY	Anyone, but best used as a last resort	●○○	●○○	●●●

LEGEND | One filled circle = Low | Two filled circles = Medium | Three filled circles = High.

*Not sure which strategy fits your situation?  
That's exactly what the first conversation is for.*



# Three things your agent should be talking to you about before you list

1

## WHAT'S YOUR PLAN IF YOU GO UNDER CONTRACT QUICKLY?

In a well-prepared home in a healthy market, this is not a hypothetical. You need an answer before you need it.

2

## HAVE YOU TALKED TO A LENDER ABOUT YOUR OPTIONS?

Not because you're buying yet, but because knowing what you qualify for changes the conversation entirely. Knowledge is leverage.

3

## WHAT DOES YOUR IDEAL TIMELINE ACTUALLY LOOK LIKE?

Not what you think is realistic. What you actually want. A good agent builds strategy around your life, not around the calendar.



# Here's exactly what *the first conversation* looks like —

1

A 20-minute call We talk through your timeline, your goals, and your situation. I'll ask about where you want to go, what flexibility looks like for you, and what's been holding you back. No pitch, just a real conversation.

2

A clear strategy recommendation based on what I learn, I'll walk you through which of the four transition strategies makes the most sense for your family. You'll leave the call with clarity — not a sales pitch.

3

Next steps that fit your life. Whether that means listing in 30 days or starting to plan for six months from now, I'll build the path around your timeline. You set the pace.

NO PRESSURE, NO OBLIGATION,  
NO COMMITMENT REQUIRED.



COMPASS

# YOU DON'T HAVE TO FIGURE THIS OUT *alone.*

Every situation is different. The strategy that worked for one client may not be right for yours. But there is always a path forward, and finding it starts with a conversation.

If you're thinking about selling and want to talk through what the transition could look like for your specific situation, I'd love to connect.



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