

A woman with long dark hair, wearing a green blazer and blue pants, is walking from left to right in a living room. The room features a large stone fireplace with a wooden mantel and a large gold-framed mirror above it. The mirror reflects a dining area with a chandelier and a plant. The text is overlaid on the image.

FROM YOUR
FIRST
HOME
AND INTO YOUR
NEXT
HOME

*Your guide to buying and
selling at the same time*

Jenna Amalfitano
REAL ESTATE

hello,

I'm
Jenna



I'm here to take the overwhelm out of real estate so you can focus on what actually matters, the exciting chapter ahead.

Because the truth is, this process can feel like a lot. There are a lot of moving pieces, a lot of opinions, and a lot of pressure to make the “right” decision. My promise to you is simple. No nonsense, no inflated promises, and no pushing my agenda onto yours. Just clear, straightforward guidance so you can move forward with confidence.

I help people navigate big life transitions, and I don't take that lightly. Whether you're buying, selling, or doing both at the same time, there's always more behind the move, and that's where I focus.

My approach is rooted in strategy and clarity. I don't guess, and I don't wing it. I've put in the time on the education, training, and real experience side so I can show up prepared in the moments that matter most.

I've helped many families through this process, and what matters most to me isn't just getting you to the closing table. It's how you feel when you get there.

Because this isn't just about a transaction. It's about making sure you know you made the right move.

Jenna Amalfitano

What others *are saying*

“Selling our home from out of town was a bit stressful to consider. Jenna and I discussed a plan, and she took it from there. Her and her team staged the place nicely, showed it, had an offer in about 6 hours and took the initiative to help me close out a few minor inspection items that needed to be done. She's friendly, direct, trustworthy and pleasure to work with! The transaction was smooth and stress free from start to finish. Thank you, Jenna!”

THE POHTO FAMILY

“Jenna was amazing and exactly what we were looking for in a realtor. We met her at an open house and honestly she was perfect. She wasn't in your face, putting on the pressure but she made sure we knew she was able to help and was willing to find any answers she didn't know. We exchanged info and she followed through quickly with the info that I was requesting. We were in a position of having to sell our current home to buy a new one, Jenna gave us great recommendations (with references when asked) on what to do to our current home to have a quick sell. And she nailed it. Once listed, our home was under contract in less than a week. She always responded quickly and shared info with us quickly. I highly recommend Jenna for all your realtor needs!”

THE RAIGOSA FAMILY



Your're in good company

If you're trying to buy and sell at the same time, you're not alone. It's one of the most common situations I help clients navigate, and also one of the most overwhelming.

Because now it's not just one decision. It's two. And they both affect each other.

You're trying to time the market, protect your finances, and still land in a home you actually love without putting yourself in a risky position.

That's where strategy matters.

This isn't something you want to figure out as you go. There is a way to do this that keeps you in control the entire time.



What is a contingent offer?

A contingent offer means your purchase depends on something happening first, usually the sale of your current home.

In most cases, it looks like this:

- You find a home you love
- You submit an offer
- That offer is contingent on your current home selling

This protects you from owning two homes at once and allows you to move forward if financing doesn't allow you to hold two mortgages simultaneously.



The real challenge

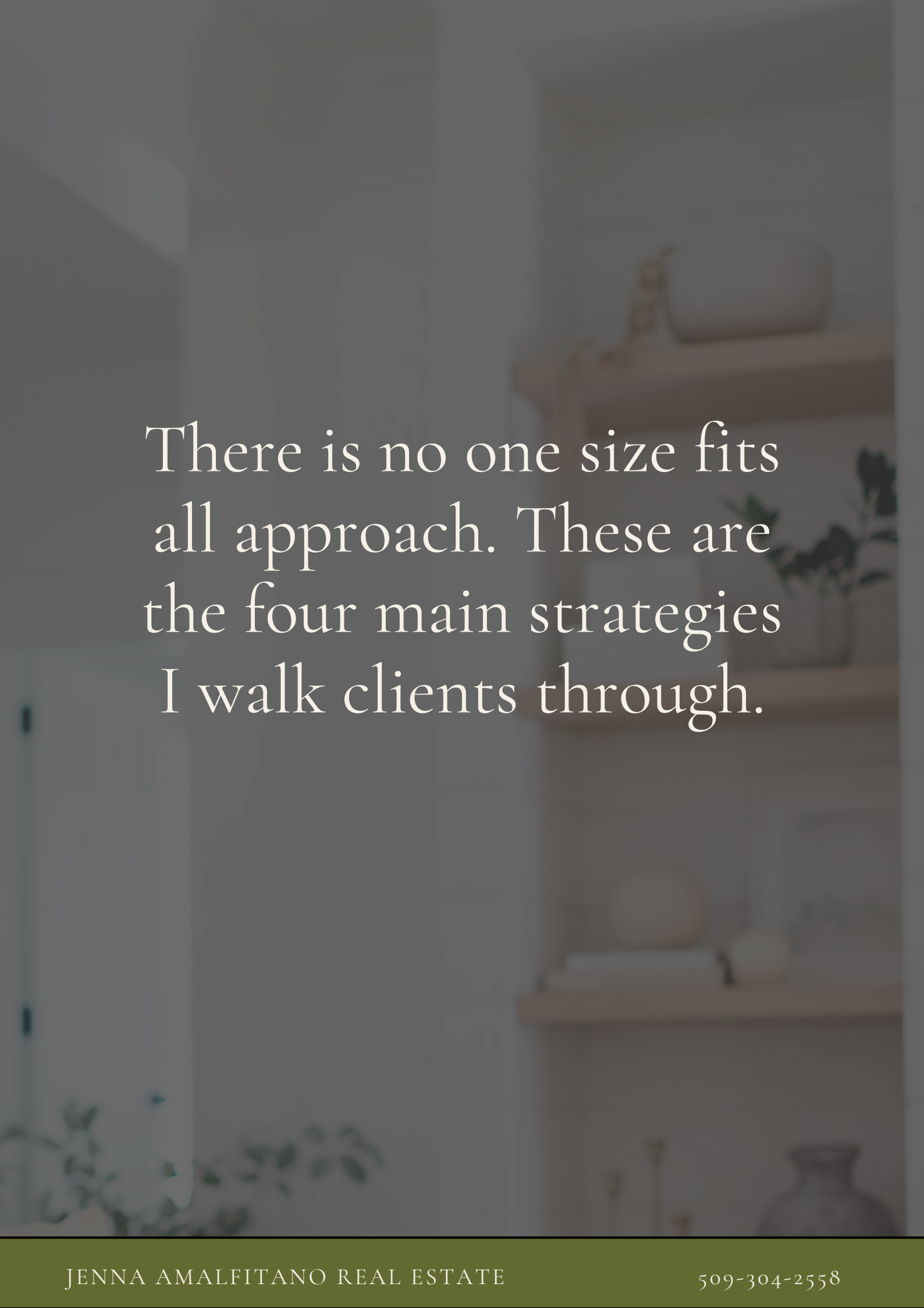
The hard part is not just buying or selling. It is managing both timelines at the same time without losing leverage on either side.

If your home is not positioned correctly, you risk it sitting.

If your offer is not structured correctly, you risk losing the home you want.

This is where most people feel stuck or rushed into decisions they are not fully confident in.





There is no one size fits
all approach. These are
the four main strategies
I walk clients through.

OPTION 1 SELL FIRST THEN BUY

You list your home first, secure a buyer, close the sale, and then go shopping.

Pros:

- More negotiating power
- Clear budget
- Less financial risk

Cons:

- Temporary housing may be needed
- Move have to put home goods in storage
- You may feel rushed to find your next home



OPTION 2 BUY WITH A CONTINGENT OFFER

You find your next home first and submit an offer contingent on your sale. If accepted, you list your home within 5 days.

Pros:

- You secure your next home first
- No temporary move

Cons:

- Less competitive in multiple offer situations
- More moving considerations

OPTION 3 SELL WITH A RENT BACK

You sell your home and rent it from the new owners temporarily after closing. Sometimes, this is done in conjunction with a contingent sale.

Pros:

- Gives you time to find your next home
- Keeps your move simple

Cons:

- Not always available depending on the buyer



OPTION 4 BRIDGE THE GAP & RECAST

Use a bridge loan or HELOC to access your equity on the home you want to sell for the downpayment of your next home. Once the home sells, the loan is paid off.

Then, apply the proceeds from your home sale to the purchase of your new home as a recast instead of refinance.

You do need to qualify for both mortgages and not all lenders offer a recast option but this can be such a great creative solution.



HOW TO BEGIN

01

Determine if you need to sell your current home before purchasing your next one. Can you temporarily afford two mortgages in the price range you are shopping in?

02

Connect with a local lender and be sure to ask about bridge loans and recast options. They can help you determine what you can “officially” afford to do and which option is best for you.

03

Connect with a realtor to determine the market value of the home you need to sell, the timeline, the strategy, and prepping your home for market.

04

Based on the market value of your home and mortgage balance, determine your net proceeds from the sale of your home and establish a budget for your next home. Have your pre-approval ready to go!

05

Finally, the fun part. Look at your custom home portal daily (sometimes hourly) and start shopping!

06

Depending on the strategy in play, begin prepping your home for market with recommendations from your agent so as soon as you find your new home, your house is ready to list.

I know this might sound like a lot, and there are definitely a lot of moving parts.

But you don't have to figure all of this out on your own.

This is where your agent and lender really get to show up for you. With the right team in place, you'll have a clear strategy, strong positioning, and guidance through every step so nothing feels uncertain or rushed.

When it's done right, this process doesn't feel chaotic. It feels intentional. And you move through it knowing exactly what you're doing and why, all the way to a successful close on both sides.

I would love to work with you

Jenna Amalfitano
REAL ESTATE

I know what it feels like to be in the middle of a big decision and not have all the answers. Before real estate, I was in the Army and relocated multiple times. I've gone through divorce, downsized, upsized, invested, and just about everything in between.

I understand the pressure of getting it right and how much is actually riding on it. And I've spent years building the training and experience to walk into those moments with you with a plan, not just a reaction. So when we work together, it's not surface level. It's not just showings and paperwork and hoping it all works out.

It's someone who understands what this feels like on your side and knows how to protect you and set you up well long term. I care about the people I work with, and that's not separate from the work. It's part of it.



If life is changing and you're looking to move in the Tri-Cities, let's build a plan around your situation, not a cookie cutter approach, so you can move forward with clarity and confidence.

LET'S CONNECT!



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