



RELOCATION GUIDE | BILLINGS, MONTANA

Buying and Selling at the Same Time

How to time the sale of your current home with a Billings purchase: the three ways to sequence it, what each costs, and the questions to settle before you write an offer.



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START HERE

The short answer

There are three ways to sequence a move that involves selling one home and buying another. None is right for everyone. The best one depends on how much cash you have available before your sale closes, whether you can qualify for two payments, and how much risk of a gap or an overlap you can live with.

Sell first

Certainty about your proceeds. The risk is a gap between homes.

Buy first

You move once, on your schedule. The risk is carrying two homes.

Do both at once

A purchase contingent on your sale, or two closings timed together. The risk is that one delay moves both.

Decide this first

Your choice changes your search, your offer and your financing. Settle it before you tour.

Four numbers to know before you choose

- 01 Your net from the sale Expected price minus payoff, selling costs and any repairs or credits.
- 02 Cash available today What you can put down and close with before the sale closes.
- 03 Two-payment capacity What your lender says you qualify for while still owning your current home.
- 04 Your overlap limit How many months of two payments, or of temporary housing, you can comfortably carry.



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THE BILLINGS NUMBERS

What sellers in Billings will compare your offer to

Every closed residential sale with a Billings address from January 1 through October 21, 2026 (Billings MLS).

HOW BUYERS PAID	SHARE OF BILLINGS SALES
Conventional loan	45.5%
Cash	24.1%
FHA loan	15.2%
VA loan	9.3%
Other (new financing, MBOH, 1031 exchange, bridge loan, other)	5.9%

About one in four Billings sales closed with cash. When your offer depends on selling another home, the seller weighs it against buyers who do not have that condition. That does not rule out a contingent offer. It means price, terms and timing have to make up for the risk you are asking the seller to take.

35

Median days from
accepted contract to
closing

27 to 44

Middle half of contract-
to-close times, in days

49%

Share of sales with
seller concessions

\$7,500

Median concession
where there was one,
about 2.0% of the price

Source: Billings MLS export, closed residential sales with a Billings address, January 1 through October 21, 2026 (1,661 sales; financing type and concessions as reported). Market-wide figures, not tied to any one property.

OPTION 01

Sell first

You sell your current home, then buy in Billings with your proceeds in hand.

Why it works

- You know exactly what you have to spend
- Your Billings offer has no sale contingency
- No risk of carrying two mortgages

What it costs

- A possible gap between homes
- Temporary housing, storage and a second move
- Pressure to buy quickly once you arrive

Ways to shrink the gap

- ☐ **A rent-back:** negotiate time to stay in your sold home after closing
- ☐ **A longer closing** on your sale, set to match the Billings search
- ☐ **A furnished 30-day rental** in Billings while you shop in person
- ☐ **Start the Billings search before your sale closes**, so you are ready to write an offer the week it does

Best fit

You need the proceeds for the down payment, you cannot qualify for two payments, or you want the most certainty and can live with a short gap.



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OPTION 02

Buy first

You buy in Billings, move, then sell your previous home.

Why it works

- One move, on your schedule
- Your current home can be shown empty and staged
- A clean offer with no sale contingency

What it costs

- Two housing payments until the sale closes
- Utilities, insurance and upkeep on a vacant home
- Pressure to sell if the market slows

How buyers fund it

APPROACH

QUESTIONS FOR YOUR LENDER

Savings or other assets

Will reserves still meet the loan requirements after the down payment?

Home equity line on your current home

Can it be opened before you list, and how is the payment counted?

Bridge loan

What does it cost, how long can it run, and what happens if the sale takes longer?

Qualifying with both payments

What do you qualify for while still owning your current home?

Best fit

You have the cash or equity access to close without the sale, you can qualify for both payments, and you want one move. Ask your lender and a tax professional before you rely on any of these. Any lender is your choice.

OPTION 03

Do both at once

Two ways to tie the transactions together.

A purchase contingent on your sale

Your Billings offer says the purchase depends on your current home selling or closing by a date. It protects you from owning two homes. Sellers often weigh it against offers without that condition, so it tends to work best when your home is already under contract, when the Billings home has been on the market a while, or when price and terms make up for the added risk.

- ☐ Is your current home already listed, or already under contract?
- ☐ What deadline will the contingency set, and what happens if it passes?
- ☐ Can the seller keep accepting backup offers while yours is pending?

Two closings timed together

Both contracts set closing dates a few days apart, with the sale first. It is common, but every party in two transactions has to hit their dates. Build a buffer: if the sale slips by a week, can you still close on the Billings home?

Rule of thumb

The longer the chain, the more buffer you need. Ask each lender and title company in writing what they need, and by when.



— WHAT A RELOCATION CLIENT SAYS

“As our move involved coordinating a sale, he communicated frequently and gave solid advice on our behalf. He is very familiar with the market and area here in Billings.”

— B WHITE, GOOGLE REVIEW (EXCERPT)

TIMING

Line up the two calendars

A Billings purchase typically closes about five weeks after an accepted contract (median 35 days, Billings MLS, January 1 to October 21, 2026). Plan your sale around that.

NOW	WEEKS 1 TO 4	WEEKS 4 TO 8	ABOUT 5 WEEKS LATER
Decide	Prepare	Contracts	Close
Pick the sequence, get pre-approved, estimate your net	List or prepare the current home; start the Billings search	Accept an offer on your sale, write the Billings offer	Sale first, purchase days later, or both with a rent-back

Selling where you live now

Your current home is probably outside Montana. I work with your listing agent there, or help you find one, so the two contracts are built around one plan: dates, possession, the movers and the money.

- ☐ Share both contracts' key dates with both agents and both lenders
- ☐ Ask both title companies how funds move from one closing to the other
- ☐ Confirm wiring instructions by phone at a number you found yourself
- ☐ Plan for pets, vehicles and anything that has to move separately

WORKSHEET

Your two-home numbers

Fill this in with your lender and both agents. Estimates only; your figures will differ.

LINE	YOUR ESTIMATE
Expected sale price of your current home	
Less loan payoff	
Less selling costs (fees, title, transfer taxes where you live)	
Less repairs or credits you expect to give	
Estimated net proceeds	
Billings purchase price range	
Down payment and closing costs needed	
Cash available before your sale closes	
Shortfall or surplus if you buy first	
Monthly payment on your current home	
Monthly payment on the Billings home	
Months of overlap you can carry	
Temporary housing and storage per month, if you sell first	



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BEFORE YOU WRITE AN OFFER

Questions to settle

Ask your lender

- ☐ What do I qualify for while still owning my current home?
- ☐ Do I need the sale proceeds to close, and by what date?
- ☐ What would a bridge loan or home equity line cost me, and for how long?
- ☐ How long do you need from contract to closing?

Ask both agents

- ☐ How fast are homes like mine selling right now, and at what share of list price?
- ☐ Would a sale contingency weaken my Billings offer for this home, and by how much?
- ☐ Can we negotiate a rent-back or a later closing on my sale?
- ☐ Who coordinates dates between the two transactions?

Ask yourself

- ☐ Would I rather risk a gap between homes or an overlap of two payments?
- ☐ What is my latest acceptable move date?
- ☐ If one closing slips a week, what is my plan?

NEXT STEP

Get a written Billings Move Plan

A complimentary 30-minute call, then a written plan the same day: target areas by drive time, what your budget buys in current Billings sales, and financing and timing worked back from your move date, including the sale of your current home.

Plan both sides of your move

Bring your sale timeline and your budget. We will pick the sequence that fits and put the dates on paper.

[START YOUR MOVE PLAN](#)

95

Transactions closed since 2022,
\$37.6 million in volume, as of
October 2026

35

Google reviews, all five stars, as
of October 2026

2026

FastExpert Top Agent, Billings,
MT



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SOURCES AND NOTES

Where the figures come from

Billings market. Billings MLS export, closed residential sales with a Billings address, January 1 through October 21, 2026 (1,661 sales): financing type as reported (conventional 45.5%, cash 24.1%, FHA 15.2%, VA 9.3%, all other 5.9%); median 35 days from accepted contract to closing, middle half 27 to 44 days; seller concessions on 49% of sales, median \$7,500 (about 2.0% of the sale price) where reported. Market-wide figures, not tied to any one property.

Review. B White, Google review of Gene Hauck, September 2026, quoted word for word (excerpt).

Production and award. 95 transactions and \$37.6 million in volume since 2022, as of October 2026. FastExpert 2026 Top Agent, Billings, MT.

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General information, not legal, tax or lending advice. Financing options, costs and qualification depend on your lender and your situation; any lender is your choice. Contract terms such as contingencies and rent-backs should be reviewed with your agent and, where needed, an attorney. No timeline or result is promised. Gene Hauck is a Real Estate Broker, REALTOR®, with The Morales Group at Engel & Völkers Billings, 1921 1st Ave N, Billings, MT 59101, Montana license RRE-BRO-LIC-135399. Equal Housing Opportunity.