

SELLING & BUYING

How to do both — without losing your mind (or your money).



ONE MOVE. TWO TRANSACTIONS. ONE AGENT.

Selling and buying simultaneously is the most complex property transaction you'll ever manage. The good news: you don't have to manage it alone.

When you're both a seller and a buyer, timing is everything. Get it wrong and you're either sitting in temporary accommodation waiting for your new home to register, or you're carrying the cost of two bonds at once. Get it right and you move seamlessly from one home to the next.

Your Leapfrog agent understands both sides of the transaction. They coordinate your sale and your purchase in parallel — talking to both sets of attorneys, aligning transfer dates, and making sure neither deal puts the other at risk.

This guide walks you through exactly how it works and what to plan for on both sides.

YOUR DUAL TRANSACTION PROCESS

- 01 ASSESS YOUR POSITION** — Know what your current property is worth and what you can afford to buy next. These two figures must talk to each other.
- 02 GET PRE-APPROVED** — Obtain bond pre-approval for the purchase before listing your current home. This tells you your ceiling and gives you confidence to move quickly.
- 03 LIST YOUR PROPERTY** — Your agent lists your current home with a targeted marketing plan. Pricing it right speeds up the sale and de-risks the whole process.

- 04 FIND YOUR NEXT HOME** — Search and view in parallel. When the right offer comes in on your sale, you need to be ready to move on the purchase fast.
- 05 ALIGN THE OFFERS** — Your agent structures both OTPs with coordinated timelines. The goal: simultaneous or back-to-back transfer dates.
- 06 TRANSFER & MOVE** — Attorneys manage both transfers. Ideally both register on the same day. Keys in, keys out. Clean and seamless.

GETTING THE TIMING RIGHT

The biggest risk in a dual transaction is a timing gap — one deal registering before the other. Your agent’s job is to close that gap.

APPROACH	WHAT IT MEANS	BEST FOR
SELL FIRST, THEN BUY	You sell your current property before committing to a new one. Proceeds are in the bank.	Buyers who need the equity to fund the next purchase. Lower risk, full certainty on your budget.
BUY FIRST, THEN SELL	You secure the new property before your current one is sold. You carry two bonds temporarily.	Strong financial position, or when the right property appears before yours is sold.
SIMULTANEOUS TRANSFER	Both transactions are structured to register on the same day at the Deeds Office.	The ideal outcome — no bridging finance needed, one seamless move. Your agent coordinates both.

Bridging Finance — What It Is and When You Need It

If there’s a timing gap between your sale and your purchase, bridging finance fills it. Here’s what you need to know:

<p>WHAT IS BRIDGING FINANCE?</p> <p>A short-term loan advanced against the confirmed proceeds of your property sale. It gives you access to funds before registration — useful when you need to pay a deposit on the next property while waiting for your current sale to finalise.</p> <p>WHAT DOES IT COST?</p> <p>Bridging finance providers charge interest (typically prime + 2–5%) plus admin fees. Costs vary by provider and loan amount. Always compare providers and factor this into your budget before committing to both transactions.</p>	<p>WHEN DO YOU NEED IT?</p> <p>When you buy before you sell and the deposit on the new property is due before your sale registers. Also used when there’s a timing gap between your two transfers and you need to cover costs in the interim.</p> <p>HOW TO AVOID IT</p> <p>Structure both transactions with aligned transfer dates from the start. Your Leapfrog agent can help coordinate attorneys on both sides to target simultaneous registration — the cleanest outcome with zero bridging cost.</p>
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The cleanest dual transaction is one where your attorney coordinates with the other side to lodge both transfers simultaneously at the Deeds Office.

This eliminates the timing gap entirely. Make this the goal from day one.

PRICE TO SELL. FINANCE TO BUY.

Two numbers that must work together. If your asking price is wrong or your bond pre-approval is too low, neither deal works.

On the selling side:

Price your current property accurately from day one. An overpriced listing delays your sale, which delays your purchase, which creates a domino of stress and cost. Your agent's Comparative Market Analysis (CMA) gives you a data-backed price — not a wishful one.

- Correctly priced homes sell faster and attract better-quality buyers
- A prolonged listing weakens your negotiating position on the purchase side
- Don't base your asking price on what you need to fund the next property — base it on what the market will pay
- Consider the net proceeds: sale price minus bond settlement, agent commission, and compliance costs

On the buying side:

Get pre-approved before you start viewing. Know the maximum you qualify for, then factor in your expected net proceeds from the sale to determine your real budget.

- Pre-approval is based on your income, expenses, and credit record — not the sale proceeds you're expecting
- If your deposit depends on your sale proceeds, make sure the OTP on your purchase reflects this as a suspensive condition
- Budget for all costs on both sides simultaneously — see Page 6 for a full cost breakdown
- Current prime lending rate is 10.25%. Rates are at their lowest since 2022 — a strong window to lock in your next bond

Never commit to a purchase price you can only afford if your sale achieves a specific amount. Structure both transactions conservatively — things rarely go exactly to plan.

STRUCTURING BOTH TRANSACTIONS

The Offer to Purchase on both sides must be carefully worded to protect you throughout the dual process.

Key clauses to include in your purchase OTP:

- Subject to the sale of your current property — include this as a suspensive condition if your deposit depends on the proceeds
- Specify the bond approval timeframe (typically 14 working days from date of sale)
- Align the occupation date with your expected registration date on the sale side
- Confirm what fixtures and fittings are included. No assumptions. No disputes.
- Include a clause allowing for simultaneous transfer where possible

Key clauses to include in your sale OTP:

- Specify your preferred occupation date — aligned with your purchase transfer date (if available)
- Define occupational rental clearly if the buyer occupies before registration
- Include a back-up clause (72-hour clause) if the sale is subject to the buyer's own property sale
- Confirm all compliance certificates will be in place by transfer date

The Transfer Timeline — Running in Parallel

01 BOTH OTPs SIGNED Your sale and purchase are now in motion. Attorneys appointed on both sides.

02 BOND APPLICATIONS SUBMITTED Bond application on your purchase. Existing bond cancellation initiated on your sale.

03 BOTH SETS OF DOCUMENTS SIGNED You sign seller documents for your sale and buyer documents for your purchase.

04 CLEARANCES OBTAINED ON BOTH SIDES Rates and levies cleared on your current property. Transfer duty paid on the new one.

05 SIMULTANEOUS LODGMENT All documents lodged at the Deeds Office together. Your attorney coordinates with the other side.

06 BOTH TRANSFERS REGISTER You hand over keys on one. You collect keys on the other. One clean day. Done.

Keep your agent on speed dial during this phase. A delay on one side affects the other. Communication between all parties — attorneys, banks, and agents — is what makes a dual transaction work smoothly.

YOUR FULL COST PICTURE

You're paying costs on both sides of the transaction.

Budget for all of them before you sign anything.

COST ITEM	AS A SELLER	AS A BUYER
Agent Commission	Typically 5–7% + VAT of sale price. Negotiated upfront in your mandate.	Not applicable. Commission is paid by the seller.
Transfer Duty	Not applicable. Paid by the buyer.	Sliding scale from 0% (under R1,210,000) up to 13% (above R13,310,000).
Conveyancing Fees	Typically covered by the buyer. Confirm in your OTP.	Paid to the transferring attorney. Approx. 1–1.5% of purchase price.
Bond Cancellation	You pay to cancel your existing bond — usually R1,500–R3,500 + VAT depending on your lender.	Not applicable (unless you have existing bonds to cancel).
Bond Registration	Not applicable.	Paid to the bank's attorneys. Approx. 0.8–1% of bond amount.
Capital Gains Tax	Applicable if you made a profit. Primary residence: R3m exemption. Individual rate: ~18%.	Not applicable when buying.
Compliance Certs	Seller provides electrical COC. Some areas require gas, electric fence, plumbing certs.	Confirm all certs are in order before transfer. Your agent checks this.
Bridging Finance	May be needed if you're buying before your sale registers.	May be needed if your deposit is due before your sale proceeds arrive.

As a rule of thumb: budget 8–10% of your purchase price for all buying costs, and confirm your net sale proceeds carefully (sale price minus bond, minus commission, minus certs). The gap between the two is your actual equity position.

Reminder: Inform your bank of your intention to sell to avoid penalty interest.

CGT Reminder — On the Selling Side

If you've made a profit on the sale of your current property, Capital Gains Tax may apply.

Current rates (Budget 2026):

INDIVIDUAL — ~18% max effective rate. Primary residence: first R3 million of capital gain is exempt (from 1 March 2026).

COMPANY / CC — ~21.6% max effective rate. No primary residence exemption.

TRUST — ~36% max effective rate. No primary residence exemption.

CGT is declared on your annual tax return — not paid at the point of sale.

Consult a tax practitioner. This is simplified guidance only.

YOUR DUAL TRANSACTION CHECKLIST

Use this to stay on top of both transactions simultaneously. Don't rely on memory.

Before you list your current home:

- Obtain a professional property valuation from your Leapfrog agent (CMA)
- Get bond pre-approval for your next purchase
- Calculate your net proceeds after bond, commission, and compliance costs
- Confirm your actual buying budget based on net proceeds + new bond
- Sort out compliance certificates: electrical COC, gas cert, electric fence certificates if applicable
- Declutter, deep clean, and prepare your home for photography and showdays

Once both OTPs are signed:

- Submit your bond application on the purchase immediately — don't wait
- Inform your existing bondholder of the sale so cancellation can begin
- Confirm both sets of attorneys are in contact and working toward aligned transfer dates
- Set up bridging finance early if there is a likely timing gap
- Confirm your occupation dates on both sides match your moving plan

Moving day:

- Confirm both transfers have registered at the Deeds Office before you hand over or collect keys
- Do a thorough exit inspection on your current property and document the condition
- Do a thorough entry inspection on your new property before moving in
- Change locks, reprogram gates and alarms at the new property on day one
- Transfer utilities, insurance, and your address across to the new property
- File all documents safely: title deed, bond, compliance certs, OTPs

SELLING ONE. BUYING ANOTHER. WE'VE GOT BOTH.

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