

Should You Buy or Sell First?

If you already own a home and you're thinking about moving, one big question comes up quickly: Should you sell first or buy first? Each option has benefits and risks, and the right choice depends on your timeline, finances, and comfort level.

SELLING FIRST

Selling your home before buying gives you clarity. You'll know exactly how much you can spend and can make firm, confident offers.

Benefits:

- A clear budget
- Strong negotiating position
- Ability to make non-conditional offers

Considerations:

If you don't find your next home before your closing date, you may need temporary housing.

BUYING FIRST

Sometimes the right home appears unexpectedly—a rare waterfront listing, a unique rural property, or a home in a sought-after neighbourhood.

Benefits:

- You won't miss out on a great opportunity
- More time to shop for the right fit

Risks:

- Carrying two homes temporarily
- Pressure to sell quickly
- Possibility of accepting a lower offer if time becomes tight

CONDITIONAL OFFER

A middle-ground option is to buy with a condition on selling your current home.

Pros:

- Reduces risk
- Buys you time to sell

Cons:

- Sellers prefer firm offers
- You may need to improve your price or remove the condition if another offer comes in



What We Do for Our Clients:

We review your timelines, help you prepare your home quickly, and coordinate the sale so your transition is as smooth as possible.

We help you decide which approach fits your finances, your stress tolerance, and the pace of the local market. We also position your home strategically so, if you do buy first, you can list quickly and attract strong offers.

