Tyler KOELLER REAL ESTATE

TORONTO & THE GTA
RE/MAX PREMIER INC.
BROKERAGE INTERNATIONAL

BUYER GUIDE

BUY FIRST OR SELL FIRST?

Choosing the right order for your move

If you already own a home, one of your first decisions is the order of your move. Each approach has tradeoffs between risk, convenience and negotiating power. Here's how to weigh them.

OPTION 1: SELL FIRST

The upside: you know exactly how much money you have to work with. You can shop with a firm budget and make offers without a sale condition, which sellers take far more seriously, especially when there are competing offers.

The risk: if you haven't found your next home by the time your sale closes, you may need short term housing, storage and two moves. You can reduce this risk by negotiating a longer or flexible closing date with your buyer.

OPTION 2: BUY FIRST

The upside: you can act the moment the right home comes up, without waiting on your own sale. That matters when the home you want is rare, or when you know exactly the area or building you want.

The risk: if your current home takes longer to sell, or sells for less than expected, you could be carrying two properties and two sets of costs. Ask your lender about **bridge financing**, which can cover the gap between closings once your sale is firm, and price your current home realistically from day one.

OPTION 3: BUY WITH A SALE CONDITION

You can make your purchase conditional on selling your current home within a set period. It protects you from owning two homes, but it weakens your offer. Sellers often accept only with an **escape clause**, which lets them keep marketing their home and require you to firm up or step aside if a better offer arrives. In a competitive market, a conditional offer may simply lose to a firm one.

QUESTIONS TO HELP YOU DECIDE

- How quickly are homes like yours selling right now, and how quickly are homes like the one you want selling?
- Could you comfortably carry both properties for a few months if you had to?
- Do you have a backup place to stay if you sell first?
- How flexible are you on timing, and how flexible is the market you're buying in?

> **TYLER'S TIP**
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> Before deciding, get an up to date estimate of your home's value and a preapproval that includes your sale proceeds. With both numbers in hand, the right order usually becomes clear.



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Questions about buying in Toronto or the GTA? Let's talk. I reply within 24 hours.

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