

STEP-UP BUYER'S GUIDE

Moving Up: Buy First or Sell First?

We're the Michael Ouzas Real Estate Team (MORE Team). This guide covers the two ways to move up: buy first or sell first.

KNOW YOUR NUMBERS

01
What your home will sell for

A pricing review built on recent sales in your neighbourhood.

02
What you'll walk away with

Sale price, less your mortgage and any penalty, commission, legal fees and moving costs.

03
Get financing ready for the next move

Not every seller needs a mortgage for the next home. If you do, have it ready. Timing is key.

LET THE MARKET DECIDE THE ORDER

We evaluate the property and market you're selling in versus the property and market you're looking to move to. An in-depth analysis allows us to strategize which step to take first.

Homes for sale today ÷ Homes sold last month = **Months of inventory**

Example: 400 homes for sale ÷ 100 sales last month = 4 months of inventory

YOUR HOME ↓ / THE HOME YOU WANT →	SELLER'S MARKET 0 to 2 months	BUYER'S MARKET 6+ months
SELLER'S MARKET 0 to 2 months	1 BUY → 2 SELL	1 BUY → 2 SELL
BUYER'S MARKET 6+ months	1 SELL → 2 BUY	1 SELL → 2 BUY

*Each property is assessed on a case-by-case basis. We will discuss this in person at the property.

BUY FIRST

You firm up the next home, then list your current one.

PROS

+ No deadline to find the next home
+ No temporary rental or double move

CONS

– You may carry two homes
– Your sale price is not yet known

OUR BUY-FIRST STRATEGY

01 **Prepare your home before you buy**
Inspection or status certificate, staging plan and media booked.

02 **A long closing on the purchase**
90 to 120 days.

03 **Financing ready for the next move**
Confirmed before you offer.

04 **Price your home at market value**
Most activity comes in the first two to three weeks.

SELL FIRST

You sell your home firm, then buy with a known budget.

PROS

+ You know your budget
+ No risk of carrying two homes

CONS

– You may need a rental or storage in between
– The next home's price is not yet known
– Two moves are possible

OUR SELL-FIRST STRATEGY

01 **Start looking before you list**
View homes in the neighbourhood you want.

02 **A long or flexible closing on your sale**
90 to 120 days or more, or a rent-back after closing.

TOOLS

Home Valuation

michaelouzas.com/valuation

Upsizing

michaelouzas.com/upsizing

Affordability

michaelouzas.com/affordability-calculator

Mortgage Payment

michaelouzas.com/mortgage-calculator

Closing Costs

michaelouzas.com/closing-cost-calculator

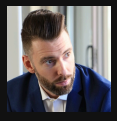
Land Transfer Tax

michaelouzas.com/land-transfer-tax-calculator

All tools: michaelouzas.com/tools

Planning a move up?

Book a Discovery call here: **michaelouzas.com/book**



Michael Ouzas, REALTOR®
Team Lead, MORE Team · Red Diamond, National Top 2% (2025) | $40M+ closed, 2025 and 2026 | 200+ transactions

*Not intended to solicit those under contract with another agent.