



Sell before buying or buy before selling...

First option: If you are financially able to buy before selling, you can buy a property, sign the deed of sale to a later date, and then put your own property on the market. This option gives you the opportunity to know exactly what will be your next home or condo. With this option, there is the risk that you do not know for sure when your home will be sold and at what price.

Second option: If you are not financially able to buy before selling, the best scenario is to sell your property as soon as possible with the furthest possible occupancy date. Therefore, you can visit, negotiate and purchase your new home within a precise budget, being aware of your time constraint, and knowing exactly when you have to leave your own property.

This option enables you to determine precisely the financial agreements of the transaction, whether it is to improve your quality of life in a high quality house or simply to reduce your expenses depending on your needs.

Third option: This is more a speculative option: you may sell your property under the best conditions possible, and then rent an apartment or a house for some time. By doing so, you hope to profit from a slower market, with your liquid assets on hand, ready to purchase your new home at a lower price. This option is probably the most financially secure, but it causes you to move twice.

Fourth option: You can also make a promise to purchase on the property you wish to acquire, conditional to the sale of your own house. In other words, if all the other conditions of your promise to purchase are achieved (inspection, mortgage approval, etc.), the sale will not be final until your own property is sold.

In such a case, the seller that agreed to your conditional promise to purchase keeps his house on the market. He continues to receive visits in the goal of having other promises to purchase with a price as good as yours. If a promise to purchase is presented by a third party, and your house is not sold already, the seller can accept this offer. Upon the acceptance of this second offer, you then have 72 hours to either:

- Cancel your promise to purchase, or;
- Drop the condition to sell your home, making a firm and unconditional promise to purchase

This option is used more frequently in a slow market that favors buyers. It is rarely used in cases of multiple promises to purchase.

In any case, you are in good hands with the Bardagi Team. We have the experience, the expertise and the technological tools to advise you depending on your needs and the market fluctuations.

This report is a courtesy of team Bardagi

For more information do not hesitate to communicate with us.

