Move-Up Seller Guide

For homeowners selling their current home to buy a larger one

Should I sell my home first or buy first?

In most cases, selling first is the safest option. It locks in your equity, removes financial uncertainty, and gives you a clear budget for your next purchase. In some situations, buying first can make sense—but only with the right protections in place.

How we help: We walk through both scenarios with you, model the risks, and help structure timelines and conditions so you're protected either way.

How much can I afford for my next home?

Your buying power depends on what your current home sells for, your remaining mortgage, interest rates, and your comfort level with monthly payments. Determining a realistic budget early helps avoid surprises.

How we help: We coordinate with lenders, review real numbers (not guesses), and help you set a confident price range before you shop.

What costs should I expect when moving up?

When selling: Real estate commission, legal fees, mortgage payout or discharge fees, and potential mortgage penalties.
When buying: Down payment, land transfer tax, legal fees, inspection, appraisal, title insurance, property tax adjustments, bridge loan interest (if applicable), and moving costs.

How we help: We outline these costs up front so there are no surprises and help you plan your cash flow across both transactions.

CENTURY 21
Millennium Inc. BROKERAGE

Tim Matthews
Broker
519.375.7153
tim.matthews@c21.ca

Mark Barbosa
REALTOR®
519.808.8774
mark.barbosa@c21.ca

Terri Edmonstone
REALTOR®
705.816.1361
terri.edmonstone@c21.ca

How do I use the equity in my current home toward my next purchase?

For most sellers, the down payment comes from the sale of their current home. Once sold, the mortgage is paid out and the remaining equity is released. If timing overlaps, a short-term bridge loan may be used.

How we help: We help time your sale and purchase strategically and work with your lender to ensure equity is accessed smoothly.

Can I buy my next home before my current one is sold?

Yes—but it must be done carefully. Buying first may be an option if you qualify financially and the offer is structured with proper conditions and timelines.

How we help: We help you evaluate risk, negotiate protective conditions, and avoid over-committing financially.

Does my sale have to line up exactly with the purchase of my new home?

No. If the timing overlaps, a bridge loan can be used to cover the gap. Bridge loans require a firm sale and are subject to daily interest, making planning important.

How we help: We help align dates, minimize bridge loan costs, and avoid rushed or expensive timing decisions.

What happens if my home doesn't sell right away?

Proper pricing and preparation from the start are key. If the home doesn't sell as expected, early adjustments help avoid pressure later.

How we help: We monitor market feedback closely, communicate often, and recommend proactive adjustments to keep you in control.

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What are the biggest risks when buying and selling at the same time?

The main risks include timing issues, financial overextension, and pressure-driven decisions. These risks are reduced through planning, negotiation, and experience.

How we help: We act as the quarterback—coordinating strategy, negotiations, and timing so you're never reacting under pressure.

What if I find the right home before mine sells—or sell before I find one?

Both scenarios are common. With the right conditions, timelines, and flexibility, they can be managed smoothly.

How we help: We build flexibility into your plan so either situation can be handled without stress.

How does the current market affect my ability to move up?

In a buyer's market, larger homes often present opportunities for negotiation on price and terms. While you may sell for slightly less, you may also buy at better value.

How we help: We help you look at the *net move-up cost*, not just the sale price, so you can make smart long-term decisions.

I have a mortgage on my current home—will I face a penalty?

Many mortgages can be transferred to a new home, but this depends on the lender and mortgage type. In some cases, a penalty may apply, which is why this is reviewed early.

How we help: We review this early with your lender so penalties don't become a last-minute surprise.

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Book a Full Consultation with Us Today

If you're thinking about moving up—even just exploring the idea—we're happy to talk it through.

Call us anytime for a conversation about your options.

EST 2020
Mark & Tim
REAL ESTATE TEAM

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