



**Matthew
Santagapita**
This Santa Sells Houses



Do I Buy Or Sell First?

Buying First

Advantages:

- You know where you are going to move to

Disadvantages:

- The stress of potentially having to close on the home you've bought without having your home sold first
- You may be more likely to sell for less than you would like to because of the stress of having to have the money to close on the home you've bought (seller's are known to take 10's of thousands of dollars less when they know they have to sell... you're in a weaker position)
- You may have to spend money to bridge finance (bridging can only be done if your property is sold and all conditions have been waived)

Selling First

Advantages:

- You know how much money you have to spend on a new home
- You don't have to sell unless you get a price that is agreeable to you
- You can have a long closing so that you have time to buy on the other end (90-120 days closings aren't unusual and they say if you can't find a home in 3 months then you may have unreasonable expectations of the market)

Disadvantages:

- Finding a home in time to make sure your closing dates line up.
- You may have to rent a condo/house for a short time.



cell: 519 318 7543
bus: 519 672 9880
fax: 519 672 5145



334 Wellington Road South
London ON
N6C 4P6



matt@buyinlondon.ca
buyinlondon.ca