

Strategic Real Estate Transitions: Should You Buy or Sell First?

Insights by Ty Lacroix

When you're ready to move, you're faced with the ultimate "chicken or the egg" dilemma: Do you find the dream home first, or do you clear the path by selling your current one? There isn't a one-size-fits-all answer, but there is a *proper* strategy for your specific goals.

As a Realtor, my job is to help clients navigate these three primary paths, understand the pros and cons, and stay within their comfort zone.



1. The Power Move: Selling First

For many of my clients, selling first is the strongest tactical play.

- **Financial Certainty:** Once your home is sold, we know precisely how much equity we're playing with. This eliminates the guesswork and allows us to target houses within a concrete price range.
- **Negotiating Leverage:** In a competitive market, an unconditional offer is king. Sellers take you more seriously because they know you aren't waiting on a buyer of your own. I use this "firm" status to get you a better seat at the table and, often, a better price.

- **The Calculated Risk:** The only downside is timing. If we don't find the "one" before your closing date, we need a "Plan B" for temporary housing. I always help my clients map out these contingencies so you're never left in the lurch.

2. The Bold Move: Buying First

Sometimes, the "deal of a lifetime" or a truly unique property hits the market, and we have to move fast.

- **Securing the Prize:** Buying first ensures you don't miss out on a rare opportunity.
- **You are not forced to buy:** You can take the time to find the home you want and not be rushed.
- **The Financial Reality Check:** This is where you need a Realtor who understands the math. If your current home doesn't sell quickly, you could be carrying two mortgages.
- **Avoiding the "Fire Sale":** I've seen homeowners forced to reduce their asking price to align closing dates. If we choose this route, we do it with a rock-solid marketing plan to ensure your current home moves at top dollar, fast.

3. The Middle Ground: The Conditional Offer

This involves making an offer on a home that is "conditional on the sale of your property."

- **The Safety Net:** It feels safe because it links the two transactions.
- **The Strategic Downside:** Sellers hate uncertainty. They often reject these offers or demand a higher price to compensate for the risk they're taking.
- **The "Escape Clause":** Most sellers will keep their home on the market. If a firm buyer comes along, you could be "bumped" and lose the house anyway. Furthermore, you are often tied to that contract for a set period, meaning you might miss out on a better deal that pops up next door.

The Ty Lacroix Advantage

Real estate isn't just about houses; it's about **timing and equity**. Whether we sell first to maximize your leverage or buy first to secure your future, I am here to ensure a seamless transition.

[Ready to discuss which strategy fits your current equity and the local market? Let's get to work.](#)