

KITSILANO BEACH, LOOKING NORTH

Sell first or buy first?

Moving up in Vancouver

How to move up one step, from your home now to your next home, in the right order. Using this month's real Vancouver numbers, so you sell with confidence, buy with leverage, and move once.

Glenn Feldstein PREC & Mike Rampf PREC

THE NEXT DOOR REAL ESTATE GROUP · ENGEL & VÖLKERS VANCOUVER

NEXTDOOR
REAL ESTATE GROUP

Here's what you need to make the best decision for you.

We're Glenn Feldstein and Mike Rampf. We've both been Vancouver Realtors since 2005, selling condos, townhouses and houses across the city and the North Shore. Moving up one step is the move we help with most.

THIS GUIDE

How to move up one step, from your home now to your next home, in the right order. Using this month's real Vancouver numbers, so you sell with confidence, buy with leverage, and move once.

Informed decisions are confident decisions.



Glenn Feldstein PREC



Mike Rampf PREC

WRITTEN FOR

Vancouver owners moving up one rung: a condo to a townhouse or half duplex, or a townhouse or half duplex to a house.

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It's a you question

“Should I sell first or buy first?” is the question we get on almost every call. You're not alone in asking it.

There isn't one right answer for everyone. Whether the market is good for selling is a market question. **Which order you do it in is a you question.**

THREE THINGS DECIDE IT:

1	2	3
Your next home: what it is, and how often that kind of home comes up.	How secure you are financially, and whether you need the money from your home now to buy the next one.	Your home now: what it is, and how fast that kind of home is moving in your neighbourhood right now.

This guide walks through each one, shows you what Vancouver's numbers are saying this month, and ends with a simple way to decide.

Selling your home now and buying your next home are two transactions. The goal is to run them as one plan.

Read your two markets

The number we watch more than any other is the sales-to-active listings ratio: homes sold in a month, divided by homes for sale.

The board's guideline: under about 12% favours buyers. 12% to 20% is balanced. Over 20% favours sellers.



BUYER'S · UNDER 12% BALANCED · 12–20% SELLER'S · OVER 20%

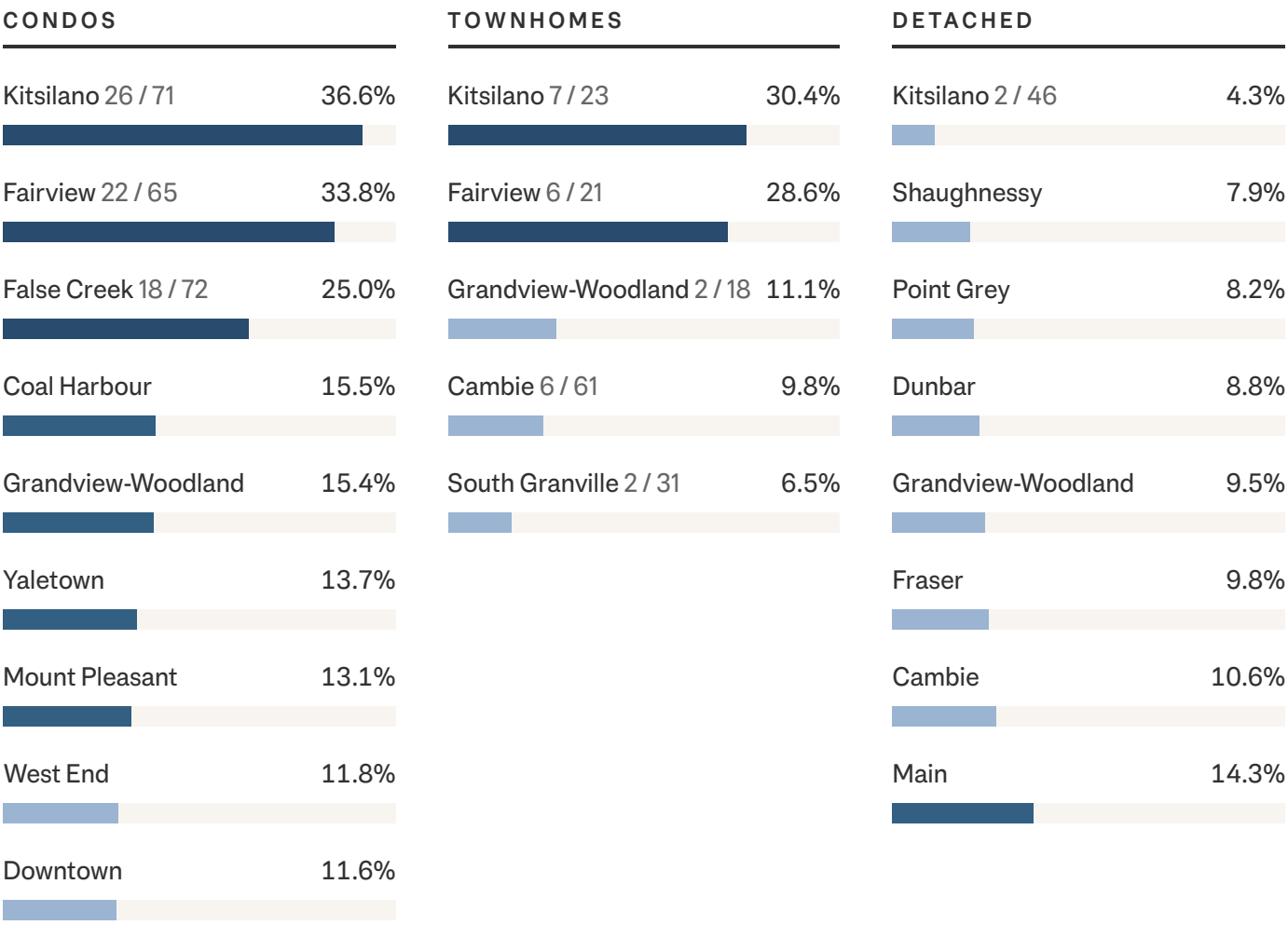
Your home now and your next home are often in two different markets. Here's August 2026 in the City of Vancouver:

	CONDO	TOWNHOME	DETACHED
Vancouver West	14.3% balanced	12.8% balanced	10.1% buyer's
Vancouver East	16.2% balanced	9.6% buyer's	10.5% buyer's

What it means: across much of Vancouver right now, condos are balanced or strong, townhomes vary a lot by neighbourhood, and detached houses are in buyer's territory. So the higher you're moving up the ladder, the more leverage you tend to have on the buy side.

Source: Greater Vancouver REALTORS® Vancouver East and Vancouver West REALTOR® Reports, August 2026.

Zoom into neighbourhoods and the picture sharpens



One month and small neighbourhood samples, especially for townhomes, so treat it as a snapshot, not a trend. We update these numbers every month.

Source: Greater Vancouver REALTORS® Vancouver East and Vancouver West REALTOR® Reports, August 2026. Neighbourhood ratios are sales divided by active listings from those reports. Figures beside names are sales / listings; bars run 0–40%.

The move-up ladder

Before the order, know the size of the step. Here's what each rung costs in the same neighbourhood, from August 2026 benchmark prices (MLS® HPI), rounded:



CONDO



TOWNHOUSE OR HALF DUPLEX



HOUSE

	CONDO	→ TOWNHOUSE	→ DETACHED
Kitsilano	$710,000	$1,207,000	$2,514,000
Cambie	$1,017,000	$1,621,000	$2,405,000
Mount Pleasant (East)	$671,000	$1,098,000	$1,629,000
Main	$910,000	$1,135,000	$1,984,000
Grandview-Woodland	$576,000	$1,142,000	$1,646,000
Shaughnessy	$1,008,000	$1,741,000	$4,257,000
Yaletown	$823,000	$1,649,000	—

The middle rung matters. In most of these areas, going from a condo to a townhouse is a smaller step than going straight to a house, and it gets you more space, often your own front door, and sometimes a yard.

Half duplexes sit in the same middle rung: more house-like, often with a yard and no neighbours above or below. The board doesn't publish a half-duplex benchmark, so we price those street by street, from recent sales.

Benchmarks describe a typical home, not yours. Your number comes from your building or street, your layout, your condition, and how it's presented.

Source: Greater Vancouver REALTORS® Vancouver East and Vancouver West REALTOR® Reports, August 2026.

Selling first

WHAT IT GETS YOU:

You know your number.

Once your home now is sold and the subjects are off, you know exactly what you're working with.

A clean offer on your next home.

No subject to sale. In a buyer's market, a clean offer is a strong position when you negotiate the price.

Calm.

You only ever carry one home.

HANDLING THE GAP (THE "WHERE DO I LIVE?" QUESTION):

LONGER COMPLETION	RENT-BACK	SHORT-TERM RENTAL
A longer completion date on your sale, so you have time to find your next home.	A rent-back, where you stay on for a short period after completion, if your buyer agrees.	A short-term rental for a month or two, if the dates don't line up.

Best fit: you need the money from your home now to buy the next one, you want certainty on your budget, and the kind of home you want comes up fairly often. With townhomes and detached houses sitting longer in many neighbourhoods this fall, the search usually has room to breathe.

Buying first

WHEN IT MAKES SENSE:

You've found the one. A specific street, a specific school catchment, a townhouse with the layout you want, a half duplex with the yard. It rarely comes up. You secure it, then you sell.

You're financially secure: enough equity, strong income, and a lender who's comfortable with it.

THE TOOLS:

Bridge financing

Bridge financing can cover the down payment on your next home until the money from your sale comes through. Lenders generally want a firm sale on your home now before they fund a bridge, so talk to your mortgage broker early. That's their call.

A subject-to-sale offer

You offer on your next home, conditional on your home now selling. In busy markets, sellers usually pass. In a buyer's market, some sellers are more open to it, especially when your home is priced to move.

THE ONE THING TO FOCUS ON

If you buy first, price your home now to sell, not to test the market. Your next home is the priority, and pricing right is how you protect it.

Decide in three questions

1 Do you need the money from your home now to buy the next one?

Yes	→ lean sell first, or a subject-to-sale offer.
No, you have the room	→ buying first opens up.

2 How often does your next home come up?

Often (a common layout on a common street)	→ sell first. There'll be another one.
Rarely (a specific street, catchment, or a townhouse or half duplex with exactly what you need)	→ consider securing it first.

3 How fast is your kind of home moving in your neighbourhood?

Quickly (like Kitsilano and Fairview condos and townhomes in August)	→ you have options either way.
More slowly (a building or area with a lot of listings)	→ sell first and let the sale set your budget.

And if you're thinking of waiting for rates or prices to move: timing the market is incredibly difficult, because usually the time has passed by the time you can see it. **The better question is why you're making this move now, and how long you're going to be there.**

Get your home ready

Whichever order you choose, selling your home now sets up everything else. Condo, townhouse, or half duplex, here's what gets it sold at the right number:

01	Honest pricing.	What it's actually worth, not what you'd like to hear. Listing high “to leave room” usually means chasing the market down.
02	Prep before photos.	Paint, repairs, declutter, staging. For a townhouse or half duplex, the entry, the patio or yard, and the storage count too. Small things change how a buyer feels in the first ten seconds.
03	Professional photos and video.	Most buyers see your home on a phone first.
04	Wide distribution.	Your listing reaches buyers across brokerages, and through Engel & Völkers, beyond Vancouver.
05	Documents ready early.	For a condo, townhouse, or strata half duplex, that's the strata documents. Buyers and their lenders will ask, and having them ready keeps subject removal on schedule.

We have a trusted bench of photographers, stagers, and painters, so you don't have to chase contractors.

The order of operations

1

Sit down first. No pitch. Your situation, your timeline, what you want in your next home.

2

Get your financing clear. Talk to your mortgage broker about your budget and, if you might buy first, bridge financing.

3

Look before you list. Walk through a few townhouses, half duplexes, or houses in your budget, so you know what it actually gets you. It's a very different feeling to sell when you've already seen homes you'd be happy in.

4

Choose the order, using the three questions.

5

Prep, price, and launch your home now.

6

Search, offer, and negotiate your next home.

7

Line up the two completion dates so you move once.

8

From our first chat to completion: reminders and check-ins, so you have everything in order and you're ready on the day.

What good looks like

The same plan works whichever way you're moving. One couple we worked with was downsizing out of their house into a condo. We sold the house and bought the condo as one plan, a couple of deals in a short period of time.

IN THEIR WORDS

> "We are really happy we found him and ended up completing a couple of deals with him in a short period of time. We have already recommended Glenn to our friends."

117 W 26TH AVE

$3,800,000	$3,698,000	97.3%	5 days
Re-listed at	Sold for	Of asking	On market

And at 117 W 26th Ave, a home that hadn't sold with another agent, we re-listed at $3,800,000 and sold for $3,698,000 (97.3% of asking) in 5 days. The sellers then bought their condo with us.

Two sides, one plan, one move. That's the goal for yours too.

The move-up checklist

BEFORE YOU LIST

- [ ] Sit down first: your situation, your timeline, what you want in your next home.
- [ ] Get your financing clear with your mortgage broker, including bridge financing if you might buy first.
- [ ] Walk through a few townhouses, half duplexes, or houses in your budget before you list.
- [ ] Choose the order, using the three questions on page 9.

GET YOUR HOME READY

- [ ] Price it honestly: what it's actually worth, not what you'd like to hear.
- [ ] Prep before photos: paint, repairs, declutter, staging.
- [ ] Book professional photos and video.
- [ ] Have your documents ready early, including strata documents if you're in a strata.

BUY AND MOVE ONCE

- [ ] Plan the gap: a longer completion date, a rent-back, or a short-term rental.
- [ ] Search, offer, and negotiate your next home.
- [ ] Line up the two completion dates so you move once.
- [ ] Keep everything in order from subject removal to completion, so you're ready on the day.

How we help next



Glenn Feldstein



Mike Rampf

You've got the order figured out, or at least narrowed down. The next step is putting your own numbers into it: your home now, your mortgage, the next home you want.

That's what we do. For 21 years each, we've sold both sides of this move in Vancouver: an honest valuation and a full launch for your home now, and a realistic search, offer strategy, and negotiation for your next one, run as one plan so you move once.

There's a lot at stake when it comes to real estate, and buying and selling at the same time adds another layer of complexity. **Our role is to simplify the process, keep you informed and ensure you have the guidance and confidence to make the decisions that are right for you.**

REACH US ANYTIME

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BROKERAGE

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ENGEL&VÖLKERS

INFORMED DECISIONS ARE CONFIDENT DECISIONS.

Follow along

Every month we break down what Vancouver's numbers actually mean for people moving up.



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Financing information in this guide is general. Speak with your mortgage broker, lawyer, or accountant about your own situation. Market figures: Greater Vancouver REALTORS® Vancouver East and Vancouver West REALTOR® Reports, August 2026.