# THE UPSIZING GUIDE

## READY FOR A BIGGER HOME?

KNOW YOUR EQUITY. KNOW YOUR BUDGET. MAKE YOUR MOVE.

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# YOU WANT A BIGGER HOME. NOW WHAT?

**You know your current home isn't working anymore.**

But moving up creates a completely different set of questions:

***What is my home really worth?***
***How much equity do I actually have?***
***What can I comfortably afford next?***
***Should I buy first or sell first?***
***What if the timing doesn't work?***

That's exactly what this guide will help you work through.

## THE UPSIZING ROADMAP

1. Know your home's value
↓
2. Calculate your equity
↓
3. Know your buying power
↓
4. Define your next home
↓
5. Buy first or sell first?
↓
6. Build your moving plan

BEFORE WE TALK MONEY...

# WHY ARE YOU MOVING?

**What does the next house need to solve?**

## OUR CURRENT HOME IS MISSING:

- ☐ Another bedroom
- ☐ Home office
- ☐ Larger kitchen
- ☐ More bathrooms
- ☐ Finished basement
- ☐ Double garage
- ☐ Larger backyard
- ☐ Pool
- ☐ Better school options
- ☐ Better neighbourhood
- ☐ Shorter commute
- ☐ Multi-generational space
- ☐ Other: ____________________

## OUR 3 NON-NEGOTIABLES

1. ______________________________
2. ______________________________
3. ______________________________

If the next home doesn't meaningfully improve your life, the move may **not be worth making.**

# #1

# WHAT NUMBER ARE YOU USING TO PLAN YOUR MOVE?

Before you do anything, **start with the house you already own.**
This is your starting point.

Your home's value isn't what you paid for it, what your neighbour is asking, or what you need it to sell for.

It's what **today's buyer** is willing to pay.

### DON'T BUILD YOUR UPSIZE ON THE BEST-CASE NUMBER

If your next-home purchase only works when your current home sells at the very top of the range, you don't have much room for error.

### CONSERVATIVE VALUE

A cautious estimate based on today's market.

$ ____________________

### LIKELY MARKET VALUE

A realistic estimate based on current comparable sales.

$ ____________________

### BEST-CASE VALUE

An optimistic estimate if everything goes right.

$ ____________________

### THE NUMBER I'M USING TO PLAN MY MOVE:

$ ______________________________

### WHAT COULD AFFECT YOUR SALE PRICE?

- [ ] Current market conditions
- [ ] Recent comparable sales
- [ ] Condition & renovations
- [ ] Lot & location
- [ ] Competition when you list
- [ ] Pricing strategy
- [ ] Buyer demand

### REMEMBER:

The right price strategy can create more demand, more interest, and more money in your pocket.

That's why pricing it right from the start matters.

# #2

# HOW MUCH EQUITY DO YOU ACTUALLY HAVE?

Your home's value isn't the amount you'll have available for your next home. What matters is how much you're likely to walk away with **after the sale.**

## YOUR ESTIMATED NET PROCEEDS

| | | |
|---|---|---|
| Expected Sale Price: | | $ ____________ |
| Less: Mortgage Balance: | – | $ ____________ |
| Less: Estimated Selling Costs (Commission, HST, etc.): | – | $ ____________ |
| Less: Legal & Closing Costs: | – | $ ____________ |
| Less: Mortgage Penalty, if applicable: | – | $ ____________ |
| Less: Other Adjustments (taxes, liens, etc.): | – | $ ____________ |

## ESTIMATED NET PROCEEDS

$ ____________________

### WHY THIS NUMBER MATTERS

This is the money that may become the foundation of your down payment and buying strategy for your next home. The more accurate you are here, the better decisions you can make.

### YOUR NEXT NUMBER

Now that you know your estimated net proceeds, we'll use it to calculate what you can comfortably put toward your next home.

$ ____________________

### DON'T FORGET TO INCLUDE:

- ☐ Outstanding mortgage (including any HELOC)
- ☐ Real estate commission (typically 4–5%)
- ☐ HST on commission (if applicable)
- ☐ Legal fees & disbursements
- ☐ Mortgage penalty (if breaking your term)
- ☐ Property taxes adjustment (if applicable)
- ☐ Outstanding liens or special assessments

# #3

# WHAT CAN YOU COMFORTABLY AFFORD NEXT?

It's not just about what the bank says you qualify for.
It's about what **works for your life.**

## YOUR BUYING POWER

| | | |
|---|---|---|
| Estimated Net Proceeds from Sale (Page 5): | | $ ________ |
| Cash Savings to Add: | + | $ ________ |
| **TOTAL AVAILABLE FOR NEXT HOME:** | | $ ________ |
| **Less:** Target Down Payment %: | | ____ % |
| Estimated Down Payment: | – | $ ________ |

**APPROXIMATE MAXIMUM PURCHASE PRICE:**
$ ____________________

### EXAMPLE:

| | |
|---|---|
| Net Proceeds | $800,000 |
| Cash Savings | + $150,000 |
| **Total Cash Available** | **$950,000** |
| Cash Used for Down Payment | $700,000 |
| Mortgage Qualification | + $800,000 |
| **Potential Purchase Price** | **$1,500,000** |
| Cash Remaining / Reserve | $250,000 |

*Your maximum isn't necessarily your budget. Choose a purchase price you can comfortably afford.*

## MONTHLY PAYMENT REALITY CHECK (ESTIMATE)

| | |
|---|---|
| Estimated Purchase Price: | $ ________ |
| Estimated Monthly Mortgage Payment (P&I): | $ ________ |
| Property Taxes (estimate): | $ ________ |
| Utilities / Condo Fees (estimate): | $ ________ |
| Home Insurance (estimate): | $ ________ |

**TOTAL MONTHLY HOUSING COST:** $ ________

### KEEP IN MIND:

- Stay within a payment you can live with comfortably.
- Leave room for life: kids, travel, savings, unexpected costs.
- Peace of mind is worth more than an extra 100 square feet.

**Remember:** Qualification is a bank number. Affordability is a life number.

**YOUR NEXT NUMBER:**
$ ____________________

# #4

## DEFINE YOUR NEXT HOME

Now that you know your numbers, let's get clear on what you're buying.

### MUST-HAVES
(You won't compromise on these)

1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________
6. ______________________
7. ______________________

### NICE-TO-HAVES
(Would be great, but not essential)

1. ______________________
2. ______________________
3. ______________________
4. ______________________
5. ______________________
6. ______________________
7. ______________________

### IDEAL LOCATIONS

1. ______________________
2. ______________________
3. ______________________

### DEAL BREAKERS

1. ______________________
2. ______________________
3. ______________________

### WHAT DOES SUCCESS LOOK LIKE IN YOUR NEXT HOME?

______________________________________________

______________________________________________

______________________________________________

______________________________________________

**TIP:** The clearer you are now, the easier it is to say "yes" to the right home and "no" to the rest.

# #5

## BUY FIRST OR SELL FIRST?

There's no one-size-fits-all answer.
The right move depends on your **goals, timeline, and comfort level.**

### BUY FIRST
Move up with confidence.

**BEST IF YOU:**

- Have strong buying power and solid financing
- Can carry two mortgages (or have funds for the gap)
- Want time to find the right home
- Don't want to feel rushed or forced to settle

VS.

### SELL FIRST
Move up with certainty.

**BEST IF YOU:**

- Want to know your exact buying budget
- Don't want the risk of carrying two mortgages
- Are comfortable with a short transition (renting or staying with family)
- The market is strong and homes are selling quickly

### THINGS TO CONSIDER EITHER WAY:

- Current market conditions
- Your ideal move timeline
- Financing and lender pre-approval
- Stress level & lifestyle impact
- Kids, school, and work transitions
- Transaction costs and tax implications

### MY PLAN IS:

☐ BUY FIRST ☐ SELL FIRST

WHY THIS MAKES SENSE FOR ME:

______________________________

______________________________

______________________________

### TIP:

The "right" strategy is the one that helps you reach your next home with the least stress and the most financial confidence.

# #6

# YOUR MOVING PLAN

A solid plan keeps you organized, on track, and in control from today until **move-in day.**

## THE JOURNEY AT A GLANCE

**1. PLAN**
2–4 MONTHS OUT
Define goals, know your numbers, and prepare your home.

**2. PREPARE**
1–2 MONTHS OUT
Get your current home market-ready and start your search.

**3. TRANSITION**
2–6 WEEKS OUT
Buy or sell, finalize details, and line up your logistics.

**4. MOVE**
MOVE WEEK
Execute your plan, stay organized, and stay calm.

**5. SETTLE**
FIRST 30 DAYS
Unpack, update addresses, and make it home.

## YOUR PRE-MOVE CHECKLIST

- [ ] Review your numbers (value, equity, buying power)
- [ ] Get mortgage pre-approval (or re-approval)
- [ ] Decide: Buy first or Sell first
- [ ] Prepare your current home (declutter, repairs, staging, photos)
- [ ] Set your target move timeline
- [ ] Research and shortlist your next-home must-haves
- [ ] Work with your real estate professional
- [ ] Plan your budget for the move (legal, moving, setup costs)
- [ ] Line up movers or moving truck
- [ ] Notify important contacts of your move

## POST-MOVE CHECKLIST

- [ ] Complete your final walk-through
- [ ] Get keys and garage openers
- [ ] Update insurance for your new home
- [ ] Update your address (bank, CRA, license, subscriptions, etc.)
- [ ] Set up utilities, internet & services
- [ ] Explore your new neighbourhood
- [ ] Meet your neighbours
- [ ] Unpack and organize by priority
- [ ] Make it feel like home!

**TIP:**
The most successful moves happen when you plan ahead, stay flexible, and focus on the big picture—your next chapter and the life you're building.

*"Good planning today makes for a smoother move tomorrow."*

# #7

# FINANCING YOUR NEXT MOVE

Understanding your mortgage options can make or break your plan.
Here are key financing factors to **review early.**

## MORTGAGE OPTIONS

- Port your existing mortgage
- Blend and extend
- Close your existing mortgage and get a new one
- HELOC to bridge the gap
- Second mortgage (short term solution)

## KEY FACTORS LENDERS WILL REVIEW

- Credit score and history
- Income stability and debt ratios
- Down payment amount
- Property type and appraisal
- Employment status and industry
- Assets and liabilities

## COSTS TO CONSIDER

| | |
|---|---|
| Legal fees | $ ________ |
| Land transfer tax | $ ________ |
| Home inspection | $ ________ |
| Appraisal fee | $ ________ |
| Moving costs | $ ________ |
| Temporary accommodations | $ ________ |
| Interest adjustments | $ ________ |
| Miscellaneous / buffer | $ ________ |

**TOTAL ESTIMATED COSTS:**

$ ____________________

## SMART FINANCING TIPS

1. **GET PRE-APPROVED EARLY**
   Know your numbers before you shop so you can move fast when the right home comes along.
2. **KEEP YOUR CREDIT STRONG**
   Avoid large purchases, new credit, or changes to your employment until after your closing.
3. **PLAN FOR ALL COSTS**
   It's not just the down payment—closing costs and moving costs add up quickly.
4. **WORK WITH A MORTGAGE PRO**
   A great mortgage broker can save you thousands and guide you to the right strategy.

## THE BOTTOM LINE

The right financing strategy gives you options, flexibility, and peace of mind during your move.

*"Good advice today creates more choices tomorrow."*

# #8

# MAXIMIZE YOUR HOME'S VALUE

Small improvements and smart preparation can make a **big difference** in your sale price.

## FOCUS ON WHAT MATTERS MOST

Buyers notice the details. Make your home stand out for the right reasons.

- Declutter and depersonalize
- Deep clean everything
- Freshen up paint (neutral colors)
- Fix leaky taps, squeaky doors, loose handles
- Update light fixtures and bulbs
- Improve curb appeal (landscaping, front door, lighting)
- Stage key spaces (living room, primary bedroom, kitchen)
- Remove excess furniture to open up space
- Professional photos and video
- Consider a pre-listing home inspection
- Highlight unique features and upgrades
- Price it right from the start

## HIGH-ROI UPGRADES

Not every upgrade is worth it.
**These often deliver the best return:**

- Kitchen refresh (cabinets, counters, backsplash)
- Bathroom updates
- Hardwood floor refinishing
- New front door and garage door
- Fresh interior and exterior paint
- Modern light fixtures
- Updated landscaping

## WHAT TO AVOID

Don't over-improve for your neighbourhood.
**Avoid these costly mistakes:**

- Overly personalized renovations
- High-end upgrades in entry-level homes
- Ignoring needed repairs
- DIY projects that look unfinished
- Too much décor or bold colors
- Chasing every design trend
- Spending without a clear ROI

**REMEMBER:**
Presentation sells. Buyers buy with their eyes first, then make the decision with their hearts.

A well-prepared home sells **faster** and for **more**.

# #9

# WORKING WITH THE RIGHT REALTOR®

A great realtor doesn't just open doors—they open opportunities.
Here's what you should expect.

## WHAT I BRING TO THE TABLE

- Deep local knowledge and market insight
- Access to off-market and coming-soon homes
- Honest advice and strong negotiation
- Strategic pricing and marketing expertise
- Trusted network of proven professionals
- Clear communication every step of the way
- Advocacy—always looking out for your best interest

## WHY IT MATTERS

- You see more options and better opportunities
- You make informed decisions with confidence
- You save time, money, and avoid costly mistakes
- You get the best possible price and terms
- You enjoy a smoother, less stressful experience
- You have a partner, not just a salesperson

## MY PROMISE TO YOU

- I'll listen to your goals and create a plan that fits your needs.
- I'll do the research so you see the best options—on and off the market.
- I'll keep you informed, never pressured, and always in the loop.
- I'll negotiate hard to help you get the best outcome.

## QUESTIONS TO ASK

1. How many homes will you show me that fit my criteria?
2. How will you help me win in a competitive market?
3. How do you communicate with your clients?
4. What is your strategy if we need to sell my home?
5. What's your track record in Oakville & Burlington?

**TIP:**
The right realtor will not only help you find or sell a home—they'll help you make one of the best decisions of your life.

*"You deserve guidance that protects your goals and delivers results."*

# About
# *Roshan Basnet*

Roshan Basnet is a Real Estate Broker serving Oakville, Burlington, and the west GTA, with a background in finance, real estate lending, commercial mortgage operations, and residential real estate advisory. His approach combines market knowledge, neighbourhood insight, property analysis, and practical buyer guidance for clients making significant real estate decisions.

With experience across finance and real estate, Roshan helps buyers look beyond finishes and square footage to evaluate location, lot quality, privacy, resale appeal, lifestyle fit, and long-term value.

## THINKING ABOUT UPSIZING IN OAKVILLE AND BURLINGTON?

This guide was created to help you navigate your next move with confidence. Whether you're looking for more space, a better location, or a home that fits your lifestyle today and tomorrow, the right plan makes all the difference.

Use this guide as your roadmap and resource. And when you're ready to take the next step, I'm here to help you make a smart, informed, and successful move.


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