CLARK'S CONDOS
(& HOMES)

METRO VANCOUVER · 2026

Metro Vancouver Home Seller's Guide

What it is worth, what selling costs, and what I do differently to get you the most for it.

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PAGE 2

What is it actually worth

Not the assessed value. Not what the neighbour asked. What buyers have paid, recently, for the closest thing to yours.

Same street or pocket first. For a house, the closest sales on your street or within a few blocks are the anchor. Then I adjust for what is different: lot size and frontage, age and condition, a legal suite, renovation, view and exposure. Each one moves the number a known amount.

Townhome or condo? Same building, same plan is the whole answer, and I price it exactly the same way.

Read the trend. Are the last three comparable sales rising or falling. That tells us whether to price at the last sale, above it, or below it.

How to see it yourself on property.ca. Every recent sale nearby, with the price and the days on market, is right there. That is what I price from.

Two doors down, same lot size, sold April	**$1,640,000**
Next street, smaller lot, no suite, sold February	**$1,510,000**
Same pocket, renovated with suite, listed now, 38 days	**$1,798,000 asking**
Your house: 2-bed suite, original kitchen, 33 ft lot	**$1,620,000 to $1,660,000**

Illustrative example

Two sales that bracket you, one overpriced listing that is doing you a favour, and a range with a reason behind it. That is a real pricing conversation.

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PAGE 3

When to sell, and what the market is doing

Season matters less than you think. Spring has more buyers and more competition. Winter has fewer of both. A well-priced home sells in either. What matters more is what is listed against you in your pocket that month.

Days on market is the tell. If comparable homes are selling in under two weeks, price at the last sale and let the market push. If they are sitting past 30 days, price just under the last sale and win the traffic.

Sell first or buy first. In a slower market, sell first and buy with a firm sale behind you. In a fast one, you can write on the next place subject to the sale of yours, but it weakens the offer. We decide this before we list, because it changes your dates.

> ### The one thing not to do
>
> List high "to leave room." Buyers on property.ca see your days on market and every price drop. A listing that sits reads as a problem, and the offers that come later are lower than the ones you would have had in week one.

Held under two years? The BC flipping tax takes 20% of the profit inside 365 days, tapering to zero at 730. Under 365 days the federal rule also treats the gain as income. If you are close to either line, the date we complete can matter more than the price.

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PAGE 4

Getting it ready

Buyers decide in the first minute. Preparation is about that minute.

Worth doing

Paint in a warm neutral. Fix everything a buyer could touch. Professional deep clean. Declutter to half. Stage the living room and primary bedroom, or the whole unit if it is vacant. Professional photos, no exceptions.

Usually not worth doing

New kitchen or bathroom before listing. You will rarely get the money back, and buyers would rather choose their own. A cosmetic refresh, yes. A renovation, no.

The strata file is part of the prep. I order the Form B, two years of minutes, the depreciation report, financials and the insurance summary before we list. If there is a levy coming or a leak in the minutes, we decide together whether to fix it or price for it. Known problems get disclosed either way; that is the law, and it protects you. What we do not do is let a buyer find it first.

If it is a house. Curb and yard first; buyers decide from the sidewalk. Have the oil tank scan certificate, closed permits for any suite or addition, and the age of the roof, furnace and hot water tank in a folder before the first showing. Know the age of your perimeter drains. The strata paragraph above still applies if you are selling a townhome.

The Property Disclosure Statement. You will fill one out. Answer what you know, honestly. It protects you more than it exposes you, and a buyer who catches an omission has a lever they would not otherwise have.

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PAGE 5

Marketing, showings and offers

Launch day. Photos, floor plan and a description that says what the home is, not what it feels like. It goes to MLS and property.ca the same morning. Buyers with a matching alert see it the same day, and I watch the early activity closely.

Showings. I handle every request and every follow-up. You will hear what buyers said, including the parts that are not flattering, because that is what tells us whether the price is right.

Offer date or not. If the pocket is hot, a set offer date creates competition. If it is not, an offer date with nobody showing up hurts you. I will tell you which it is.

Reading an offer. Price is one line. The others matter as much: the deposit, the subjects, how long the subject period is, and the completion date. A slightly lower offer with no financing subject and a date that suits you can be the better one.

Multiple offers

You do not have to take the highest. You have to take the one most likely to complete on terms you can live with. I will lay them side by side and tell you what I would do.

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PAGE 6

What selling costs

You do not pay property transfer tax; the buyer does. Most of what you do pay comes out of the proceeds at completion rather than your pocket. Prep, staging and the strata documents are the exceptions; those are paid up front.

Commission. Set in your listing agreement and always negotiable. A common Metro Vancouver structure is 7% on the first $100,000 and 3.5% on the balance, shared between the listing and buyer brokerages, plus 5% GST.

Legal or notary. Discharging your mortgage, adjustments, and transferring title.

Mortgage payout. The balance owing, plus any prepayment penalty if you are breaking a fixed term. Ask your lender for the payout figure before we list; it can be a few hundred dollars or it can be thousands.

Adjustments. Property tax and strata fees split to the completion date. Sometimes you get money back.

Worked example: $750,000 home, $400,000 mortgage remaining

Sale price	**$750,000**
Commission (7% first $100K + 3.5% balance, illustrative)	**$29,750**
GST on commission	**$1,488**
Legal or notary, with discharge	**$1,800**
Title search, oil tank scan if needed, permit records	**$150 to $600**
Mortgage payout (balance, penalty varies)	**$400,000**
Prep, staging and cleaning if used	**$1,500 to $6,000**
Cash to you, before any prep spend	**about $316,600**

Illustrative example

Principal residence? No capital gains tax, but you still report the sale on your return (Schedule 3 and T2091). Not your principal residence? Half the gain is taxable; talk to an accountant before you list.

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PAGE 7

The mistakes I see most

Pricing to the assessment

BC Assessment is a July snapshot from last year for tax purposes. It is not a valuation and buyers do not pay it. Price to sold history.

Leaving room to negotiate

The room you leave is the traffic you lose. Buyers filter by price on their phones; $20,000 over the last sale can drop you out of the search entirely.

Skipping your own inspection

The buyer's inspector will find the drainage issue, the aging roof and the unpermitted suite. If you find them first, you identify what has to be disclosed and decide whether to repair or account for it in the price. If they find them, the price comes down during the subject period or the deal collapses.

Being home for showings

Buyers do not open closets, do not talk, and leave early when the owner is there. Go for a coffee.

Taking the highest offer on price alone

A $10,000 higher offer with a 14-day financing subject from a buyer who has not been pre-approved is a worse offer than the one below it that is firm in five days. I will show you the difference every time.

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PAGE 8

Why sellers choose me

Anyone can list a home. The difference is what happens before it goes live and after the first offer.

I price from sold history, in writing

You get a range with the comparables attached, not a number that sounds good in the meeting. If I think your home is worth less than you hoped, I will say so before we list, not after it sits.

I read your paperwork before a buyer does

Strata file for a condo or townhome; title, permits, oil tank record and your own inspection for a house. Anything in there gets handled on our terms, not discovered during a subject period when the buyer holds the leverage.

I tell you what buyers said

Every showing gets a follow-up call. You hear the feedback straight, because a seller who knows why buyers walked can fix it. A seller who is told "it is a slow market" cannot.

I help you choose the offer that completes

Highest price is not the best offer if the buyer is not pre-approved or the subject period is three weeks. I lay every offer side by side on price, deposit, subjects and dates, and tell you which one I would take. The decision is yours.

The first step is free and carries no obligation. A written market evaluation for your home with the sold comparables, in two days. If the number works, we talk about listing. If not, you have a real number and no obligation.

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Figures in this guide reflect BC and federal rules as of 2026 and are for orientation only. Commission is negotiable and set in your listing agreement. Confirm tax treatment with your accountant and closing costs with your lawyer.

Clark Hamzaoglu is a licensed Realtor with TruePath Realty Group at Oakwyn Realty, 400-1286 Homer St, Vancouver, BC V6B 2Y5. This guide is not legal, tax or financial advice. It is not intended to solicit properties currently listed for sale or sellers currently under contract with another brokerage.