CLARK'S CONDOS
(& HOMES)

METRO VANCOUVER · 2026

Condo Seller's Guide

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

Clark Hamzaoglu

Realtor, Clark's Condos (& Homes)

604-671-4365 · clark@condos.ca

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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 building, same plan. For a condo this is the whole answer. The unit three floors down with your floor plan that sold in March is worth more than any online estimate.

Adjust for what is different. Floor, exposure, view, renovation, parking. Each one moves the number a known amount, and I will show you how much.

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 condos.ca. Every recent sale nearby, with the price and the days on market, is right there. That is what I price from.

Unit 1204, your plan, sold March	**$742,000**
Unit 804, your plan, sold January	**$728,000**
Unit 1504, your plan, listed now, 41 days	**$775,000 asking**
Your unit, 9th floor, updated kitchen	**$745,000 to $755,000**

Illustrative example

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

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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 condo sells in either. What matters more is what is listed against you in your building that month.

Days on market is the tell. If comparable units 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 condos.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.

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 unit is, not what it feels like. It goes to MLS and condos.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 building 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 condo, $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**
Form B, strata documents, move-out fee	**$400**
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 the strata file

The buyer will read it. If a levy or a leak surfaces during their subject period, the price comes down or the deal collapses, and you relist with a story attached.

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 condo. 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 unit is worth less than you hoped, I will say so before we list, not after it sits.

I read your strata file before a buyer does

Every levy, leak and bylaw dispute in the minutes 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 unit 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.

Text or call: 604-671-4365 · **Email:** clark@condos.ca · **Web:** clarkscondos.ca

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.