



Are You Ready to List Your Home for Sale?

Have you been thinking about selling your home but not sure if you are ready?

Below are questions to ask yourself to find out if now is the right time for you to list your home for sale.

1. Does it make financial sense for me to move?
If you know a Realtor, ask them to conduct a CMA on your home to look at what price the current real estate market will support. Another option is to hire an appraiser to give an estimate for your home. Based on what you owe, this will give you a good indication of whether or not it is a good time for you to list your home.
2. How would I feel if my house was sold tomorrow?
If you feel any apprehension, you might not emotionally be ready for letting go of your current home. If you realize you are emotionally holding on to your home for some reason, it is important to work through those feelings before listing. If you don't, you may end up self-sabotaging and preventing the sale.
3. Is my house in good condition, free of any major repairs and deferred maintenance?
Left over water mark on the ceiling, uneven walk way, chipped paint in the bathroom, broken tile in the kitchen - all of these need to be addressed prior to listing. Hiring a home inspector and fixing any problems that arise is a good way to prevent costly negotiations from the buyer later on.
4. Is my house outdated in appearance?
If you are downsizing, most likely the potential buyers for your home will be younger than you and will have a different design aesthetic. Realize this is okay and doesn't mean the way you had your home set up was wrong. Hiring a professional stager can quickly and inexpensively modernize your home so it reflects the image your home's buyers are looking for.
5. Am I prepared for the home selling process?
Having your home on the market is a stressful time. It requires work, patience, and some inconvenience. Think about the events coming up in the next three to four months. Make sure there aren't any big events, holidays, to work pressures that would take most of your time and energy and prevent you from keeping your focus on selling your home.

Remember, there is never a perfect time to list your home, but taking the time to ensure you are prepared financially and emotionally will help make the process much easier.