



# Thinking About Buying This Spring?

## *Let's Get You Ready!*

### Is Now the Right Time to Sell?

#### 1. Initial Assessment: The Personal "Why"

*Before making any decisions, take a moment to reflect on your motivations.*

##### Questions to Consider :

###### What is driving my desire to sell?

- Lifestyle change (downsizing, relocating, family needs)
- Financial goals (equity, investment, cash flow)
- Other:

###### How urgent is my timeline?

- Flexible – I can wait for the ideal market
- Moderate – Somewhat constrained
- Immediate – Must sell soon

###### Is my home ready to show?

- Move-in ready
- Minor repairs needed
- Major updates required

#### 2. Evaluating Home Condition (The "Fresh Eyes" Test)

*A neutral perspective helps spot overlooked issues.*

##### Action Steps:

- Walk-through with a trusted third party (neighbor, friend, professional)

*Identify and categorize updates:*

DIY tasks:

Professional work needed:

##### ROI Consideration:

- Will each update add value, or just aesthetic appeal?
- High ROI – Proceed
- Low ROI – Optional



### 3. Market & Strategic Analysis

*Understand how timing interacts with the market.*

#### Checklist:

- Schedule a Comparative Market Analysis (CMA) with a real estate professional
- Identify current market conditions:*
  - Seller's market – favorable for listing now
  - Buyer's market – may consider waiting
- Determine your financial comfort zone for negotiations
- Consider seasonal trends in your neighborhood

### 4. Your realtor is your guide through the process.

#### Questions to Ask Your Realtor:

- How are homes in my neighborhood performing?
- Which features do buyers value most locally?
- How long does the typical 30–60 day closing process take?

#### Communication & Timeline Checklist:

- Confirm availability for showings
- Agree on preferred communication method (calls, texts, emails)
- Set expectations for paperwork and deadlines

### 5. Reflection & Next Steps

#### Take a moment to review:

- My reasons for selling are clear
- My home is ready (or can be made ready)
- I understand the market conditions
- I understand the market conditions

#### Decision:

- Confirm availability for showings
- Agree on preferred communication method (calls, texts, emails)
- Set expectations for paperwork and deadlines