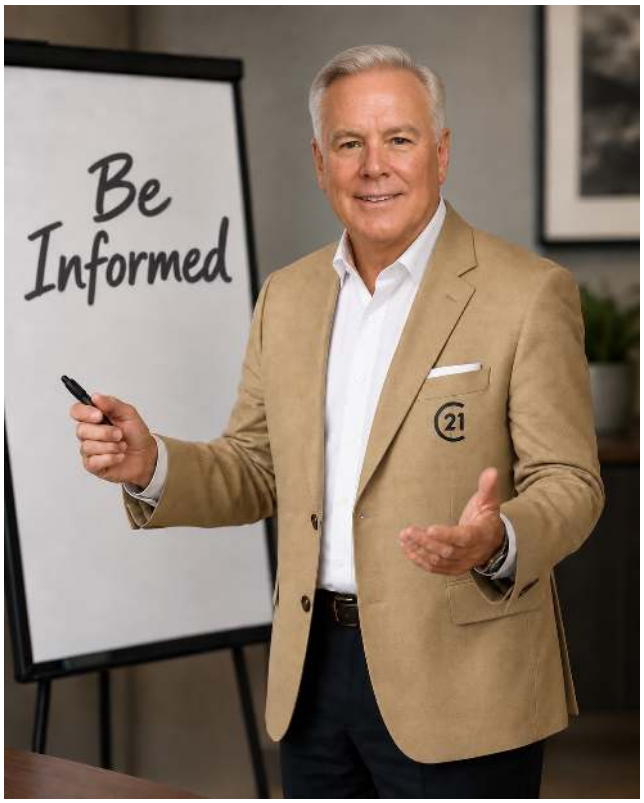
SELLERS

Thinking Of Selling? 7 Factors To Consider



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BE INFORMED. MOVE FORWARD WITH CONFIDENCE.

Original National Association of REALTORS® publication follows.
Prepared for you by Bob Latigona | CENTURY 21 Alliance

NATIONAL ASSOCIATION OF REALTORS®

CONSUMER GUIDE: THINKING OF SELLING? 7 FACTORS TO CONSIDER

You've thought about selling your home—but it's a big step. You're not sure whether it's the right time. These seven discussion questions can help you think through the decision.

1. **Does the home still fit you and your family?** ☐ YES ☐ NO
   Life changes can alter the way you think about your home. Adding household members, separating from a partner, watching adult children move away, and even a change in your personal interests or needs can make a home suddenly feel too large or too small.

2. **Have you made a career or lifestyle shift?** ☐ YES ☐ NO
   A new job further from home, a commute that was once tolerable but now feels like a drain, a desire to escape urban living or vice versa—all are legitimate reasons to consider a sale.

3. **Have kids changed your priorities?** ☐ YES ☐ NO
   You may love your neighborhood but, due to changing circumstances, decide it's not right for your children. Whether you're seeking proximity to outdoor recreation, schools with a better student-teacher ratio, greater enrichment opportunities, or help with special needs, a move may be the answer.

4. **Have you had a change in income?** ☐ YES ☐ NO
   A big promotion or inheritance might spark a desire to "move up" to a home that's larger or has more amenities. On the flip side, maybe you're going from two incomes to one and need to downsize to a more manageable home and mortgage.

5. **Is the market ripe for a sale?** ☐ YES ☐ NO
   There's no "right time to sell." Every market, every house and every homeowner's situation is different. But selling when market demand is high can be advantageous. A REALTOR®, a member of the National Association of REALTORS®, can talk with you about your market's current dynamics and your home's current market value.

6. **Have interest rates changed?** ☐ YES ☐ NO
   When rates fall, refinancing to lower your monthly payment might make sense. But a rate drop might also be an opportunity to trade up to that home you thought you couldn't afford.

7. **Are you ready for a turnkey home?** ☐ YES ☐ NO
   Maybe you're finding your home too expensive or difficult to maintain—or you bought a fixer-upper only to learn that renovations aren't your jam. In those situations, think about a move to a turnkey home. Sanity and family harmony beat living in limbo.

Now might not be a good time to sell if you don't have adequate equity to realize a gain, you want to retain a low interest rate, or other personal factors outweigh the reasons to move. **However, if you answered yes to one or more** of these questions, consider talking with a real estate professional about options, timing and the steps you'll need to take to prepare for a sale.

Your real estate agent will help you navigate the purchase or sale of a home. An attorney can provide guidance on the laws in the state where you're purchasing. Only real estate professionals who are members of the National Association of REALTORS® may use the term REALTOR®. Under the NAR's Code of Ethics, REALTORS® must work in their client's best interest and treat all parties fairly. Please visit facts.realtor for more information and resources.

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