

# Is It the Right Time for you to Sell?

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- Are **home prices** rising, stable, or declining?
- Are there a lot of homes for sale or a shortage of **inventory**?
- Are you in a position where you can **comfortably afford** to sell your home?
- What is your **outstanding** mortgage balance?
- What will the **closing costs and potential other costs** (like moving) associated with purchasing a new home?
- Is it a **seller's** market or a **buyer's** market?
- Are you experiencing any **major life changes** such as a new job, retirement, or family expansion?
- Is **your home in good shape**, or does it require significant repairs or renovations?
- What are likely **interest rates**?
- Research** real estate agents.
- Do you need to sell your home to achieve other **financial objectives**, or can you afford to wait for a more favorable market?
- Find a **good tax advisor**.
- Where are you going to live?** Are you buying another home? When can you move? Will you need temporary housing?