



"Is Now the Right Time to Sell?"



Personal Timing Checklist: Lifestyle, Family, Finances

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Thinking about selling your home? Before diving into market stats and Zestimate rabbit holes, the most important place to start is **you**—your goals, your timing, and your life stage.



Personal Timing

CHECKLIST

Use this simple checklist to assess whether the time is right *personally*, not just financially.

Lifestyle & Life Stage

- ☐ Has your home outgrown your needs (or vice versa)?
- ☐ Do you have more empty space than you're using?
- ☐ Are you spending too much time or money on maintenance?
- ☐ Have your hobbies or daily routines changed (e.g., need a home office, gym, bigger yard)?
- ☐ Are you craving a change in location, scenery, or climate?

Family & Living Situation

- ☐ Are you planning to expand your family—or just had a major life event (birth, retirement, marriage)?
- ☐ Are the kids grown and out of the house?
- ☐ Do you want to be closer to extended family or support systems?
- ☐ Have household dynamics changed (e.g., divorce, aging parents moving in)?
- ☐ Is your current neighborhood still a good fit for your lifestyle or values?

Financial Readiness

- ☐ Do you have enough equity to make your next move comfortably?
- ☐ Are you in a good position to buy or rent your next home?
- ☐ Can you afford potential costs: repairs, staging, moving, closing?
- ☐ Is your income or job stable enough to support a move?
- ☐ Are you ready to take advantage of current market conditions (seller's market, low inventory, etc.)?



- **0–5 checks:** You may not be ready just yet—but keep watching the market and refining your goals.
- **6–10 checks:** You're getting close. Start having conversations with a real estate professional.
- **11+ checks:** It may be the perfect time to sell! Let's map out your timeline and next steps.

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