

# Questions to Ask Before Selling Your Home

Tick the boxes as you go. Bring this to your conversation with your agent before you list.

## Value & pricing

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- What is my home realistically worth in the current market?
- How did you arrive at that number — which comparable sales?
- What is the best pricing strategy for my goals?
- How much should I expect to net after all costs?

## Preparation

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- Which improvements will add value — and which should I skip?
- Do you recommend staging, and how is it handled?
- What repairs or pre-listing inspections make sense?
- What point-of-sale requirements apply to my city?

## Marketing & timing

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- How will my home be marketed — photography, online, network?
- When is the best time to list, given my situation?
- How long do similar homes take to sell right now?
- What will it cost me to sell, all in?

## The process

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- What does the timeline from prep to close look like?
- How do you handle offers, negotiation, and contingencies?