

Questions Worth Asking Before You Decide to Sell

A Thoughtful Guide for Homeowners Considering a Change

There are plenty of websites that can estimate your home's value in seconds. Far fewer can help you decide whether moving is actually the right decision.

Over the years, I've learned that most homeowners don't wake up one morning and suddenly decide to sell. The decision usually begins much earlier. A conversation. A life change. A room that no longer gets used. A commute that feels longer than it used to. Grandchildren who live somewhere else. A home that once fit perfectly but now feels different.

This guide isn't designed to convince you to move.

It's designed to help you think more clearly about your options. Take your time with these questions. Some may be easy to answer. Others may stay with you long after you've finished reading.

Part One: Why Are You Thinking About This?

1. What first got you thinking about making a change?

Was there a specific event, or has the feeling been building over time?

2. If no one else knew you were considering a move, what would you say is driving it?

Sometimes the practical reason and the real reason are not the same.

3. What feels different about your home today than it did five years ago?

Has the house changed, or have your needs changed?

4. If nothing changed over the next five years, would that be okay?

Why or why not?

5. What conversations have you been having lately that you weren't having a few years ago?

Family. Retirement. Travel. Maintenance. Lifestyle. Location. Pay attention to recurring themes.

Part Two: Is Staying Still The Right Choice?

6. What do you still love most about living here?

Not just the house. The life you've built around it.

7. What frustrates you most about the property today?

Sometimes the small frustrations are the ones that matter most.

8. What would need to happen for staying to remain the right decision?

Not every homeowner should move.

9. If you could change one thing about the house tomorrow, what would it be?

Would solving that issue change how you feel about staying?

10. Are you reacting to a temporary problem or a long-term reality?

The answer matters.

Part Three: Looking Ahead

11. If we were having this conversation one year from now, what would you hope had happened?

Describe the outcome, not the process.

12. What excites you most about the possibility of making a change?

Pay attention to the things that create energy.

13. What concerns you most?

Pay attention to the things that create hesitation.

14. What would an ideal day look like in your next home?

Not the house itself. Your life inside it.

15. Are you moving away from something or moving toward something?

The strongest decisions are often made when the answer is clear.

Part Four: The Questions Many Homeowners Avoid

16. What part of this process feels overwhelming?

The house? The belongings? The timing? The uncertainty?

17. What decision have you been postponing?

Most people know the answer immediately.

18. What question do you wish someone would answer for you?

Write it down.

It's probably more important than you think.

Part Five: The Home Itself

19. If a buyer walked through your home tomorrow, what would concern you most?

Every homeowner has an answer.

20. Have you kept records of improvements, permits, surveys, repairs, or upgrades?

These details often become important later.

21. Have you looked beyond the online estimate to understand how buyers might actually respond to your home?

The two are not always the same.

Final Thought

Selling a home is rarely just a real estate decision. For many homeowners, it is a financial decision, a practical decision, and an emotional decision all at the same time. That's why clarity matters.

Before deciding whether to sell, make sure you're asking the right questions.

Information is abundant. Clarity is valuable.

Lisa Douglas

Licensed Real Estate Salesperson
Howard Hanna | Rand Realty

914-413-3149

soldbylisadouglas.com

This guide is intended to help homeowners think through their options before making a major real estate decision. There is no right answer, no timeline, and no obligation.