

A 10-Point Readiness Checklist for Homeowners

How to Use This Checklist

This checklist is designed to help you slow the process down and think clearly. There are no right or wrong answers. Be honest. Clarity is the goal.

If three or more questions give you pause, it's usually worth having a conversation before making any decisions.

1. Financial Readiness

- ☐ I understand roughly what my home is worth today.
- ☐ I know what I would likely net after commissions, closing costs, and expenses.
- ☐ I am comfortable with what comes next financially (purchase, rent, downsizing, or transition).

☐ **Why this matters:** Many sellers regret selling not because of price—but because they didn't plan the next step.

2. Timing & Market Awareness

- ☐ I understand how seasonality affects pricing and buyer demand.
- ☐ I know whether today's market favors buyers, sellers, or neither.
- ☐ I'm selling by choice—not because I feel rushed or pressured.

☐ **Why this matters:** Timing doesn't have to be perfect, but it does need to be intentional.

3. Emotional & Lifestyle Readiness

- ☐ I'm emotionally prepared to let go of this home.
- ☐ I've discussed the move with everyone affected by the decision.
- ☐ I'm clear on what lifestyle I want after the sale.

☐ **Why this matters:** Selling a home is rarely just a financial decision—it's a life transition.

4. Property Preparedness

- ☐ I have a general sense of what repairs or prep might be needed.
- ☐ I know which improvements are worth doing—and which are not.

☐ **Why this matters:** Over-preparing often costs more than under-preparing.

Final Reflection

If three or more questions made you hesitate, that's not a problem—it's a signal.

Next step: A short, pressure-free conversation can help you decide whether selling now, later, or not at all makes the most sense.



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303-668-6700