



Title: Is Now the Right Time to Sell Your Home? 5 Signs You're Ready

Every year, homeowners sit on the fence about selling, curious, but unsure if the timing is right. The best sellers don't wait until they're certain. They start the conversation early and make a decision from a place of preparation and confidence, not guesswork.

Here are five signs you may be more ready than you think.

1. Your Equity Has Grown Significantly

If you've owned your home for three or more years, your equity position may look very different than when you bought. Rising values plus years of mortgage payments can add up to a number that surprises people.

Equity funds your next move, your down payment, your negotiating power, or in some cases a cash purchase. **Ask a local agent for a free seller's net sheet to see what you'd actually walk away with. That number should be driving your decision, not a Zillow estimate.**

2. Your Lifestyle No Longer Fits Your Home

Homes are bought for a particular season of life. When that season changes, the house often doesn't change with it. Empty nesters maintaining rooms nobody uses. Growing families running out of space. Remote workers who can suddenly live anywhere. People who no longer want to manage a large yard or multiple floors.

Ask yourself: if you could live somewhere perfectly suited to your life right now, how different would it look from where you are today? If the gap is significant, that's worth exploring.

3. Your Neighborhood Is Heating Up

Real estate is hyperlocal. When buyer demand outpaces supply in your specific area, sellers hold the advantage, and those windows don't last forever.

Watch for homes going under contract quickly, sale prices coming in above list, and new development or investment in your area. The best time to sell is often before you feel the urgency, when the market is working in your favor and you're not being forced to move.

4. The Maintenance Load Has Become a Burden

Add up what you spend annually on repairs, upkeep, utilities for unused space, and paid services. For many homeowners in older or larger homes, that number is higher than they've consciously acknowledged, and aging systems mean it's only going up.

A smaller home, newer construction, or a low-maintenance property type can free up meaningful time and money. For many sellers, that tradeoff looks very different now than it did when they originally bought.

5. You Have a Plan for What's Next

The sellers who feel most confident aren't necessarily the ones with the best market timing, they're the ones who've thought through their next move before they list. They know whether they're buying again, renting temporarily while they search, or relocating to a different market entirely.

You don't need a perfect plan. You need a starting point. And the earlier you begin that conversation with an agent, the more options you'll have when the time comes.

Thinking about selling? Let's start with what your home is worth today, no pressure, no obligation.