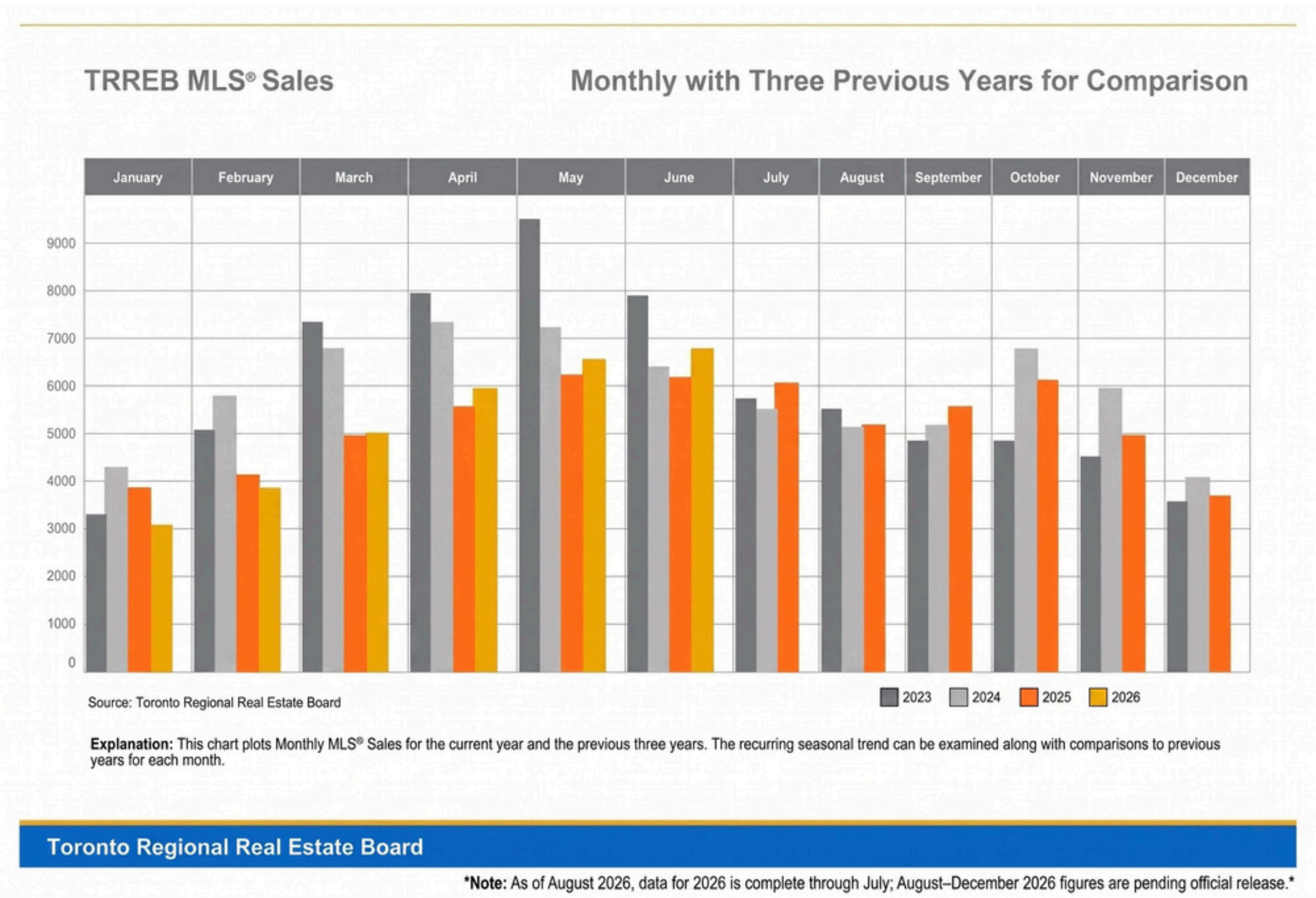
THINKING OF SELLING THIS FALL? TOP 5 QUESTIONS ANSWERED

Selling your home—whether it's been your family home for over 40 years or a transition home as you move toward your forever home—comes with a lot of questions. Here are some of the most common and important ones, answered.

1. When is the best time to sell a home?
Historically, Spring and Fall tend to be the strongest seasons to sell. Buyers are generally out in full force, giving your home greater visibility and the potential for strong interest.



2. Should I sell first or buy first?
The answer depends on your individual situation.
For some, knowing exactly how much they have to spend makes selling first the best option. Others prefer to find their next home before putting their current home on the market.

It's also important to consider inventory in the price range you're looking to buy. If supply is low and demand is high, buying first may make more sense. Your comfort level with risk and stress is another factor—there's no one-size-fits-all answer.

We're here to help you understand the market, inventory, pricing, and timing so you can make an informed decision. We'll guide you through the options, but ultimately, it's a personal decision.

3. When should I involve a real estate agent?
Many homeowners wait until their home is ready before contacting an agent. We recommend starting the conversation sooner.

One of the biggest benefits of involving an agent early is getting an objective opinion of your home's value in today's market. We look at your home from a buyer's perspective, considering current conditions, comparable sales, and what buyers are willing to pay.

Before spending money on updates or renovations, we can help determine which improvements are likely to add value—and which may not provide a meaningful return.

If improvements do make sense, we can also connect you with trusted professionals, including painters, contractors, handymen, cleaners, and landscapers. Our network can save you time, stress, and the uncertainty of finding the right people on your own.

Our experience and guidance can help set you up for a successful sale while helping you avoid unnecessary expenses.

4. When should I involve a mortgage agent or broker?
It's best to speak with a mortgage professional at the beginning of the process. They can help you understand your affordability based on your income, debt, and current lending guidelines — especially if you're considering moving to a larger or more expensive home.

If you don't already have someone you trust, we can connect you with experienced mortgage brokers and lenders from our network. Having the right team in place early can make the process smoother and help you move forward with confidence.

5. What if I sell and decide to lease instead of buying?
For some homeowners, selling and leasing can make perfect sense, particularly when considering retirement, lifestyle, or financial goals. Your home may be your largest asset, so this decision should be considered as part of your overall financial plan.

If you're considering this option, we recommend speaking with a financial planner who can evaluate your complete financial picture and help determine what makes the most sense for you.

We work with experienced financial planners and other trusted professionals who can help you evaluate your options and navigate the transition—not just the sale of your home, but the next chapter that follows.

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