

TOP 10 Questions to Ask Yourself If You Might Sell in the Next 12 Months

1 TOP TEN

Every great move starts with good information. If selling your home is even a possibility in the next 12–18 months, asking the right questions now can save you time, money, and stress later. This is about clarity, not pressure — and smart planning tends to pay off.

1 Why might I want to sell — and when?

Is this about space, lifestyle, finances, timing, or simply curiosity? Getting honest about your “why” helps shape everything that follows — including whether selling sooner, later, or not at all makes the most sense.

2 What would make moving truly worth it for me?

A bigger yard? Less maintenance? A different neighborhood? Knowing what you’re moving toward is just as important as knowing what you’re moving away from.

3 How much equity do I realistically have?

Online estimates are a starting point — not a strategy. Understanding your true equity position helps you plan your next move with confidence, not guesswork.

4 What condition is my home really in?

Not “fine,” not “pretty good” — but honestly and objectively. Small deferred maintenance adds up, and knowing what needs attention early gives you options instead of pressure later.

5 Which upgrades would actually matter to buyers?

Not every improvement pays off. The key is knowing which updates buyers notice — and which ones you can skip — so you invest smart, not emotionally.

6 How does my home compare to others nearby?

Buyers don’t shop in a vacuum. They compare your home to what else they can get in the neighborhood, at the same price point, on the same day.

7 What’s happening in my local market right now?

Markets shift — sometimes quietly, sometimes quickly. Staying informed about pricing, demand, and inventory helps you avoid surprises and time your move strategically.

8 How flexible is my timeline?

Do you need to sell by a certain date, or do you have wiggle room? Flexibility can be a huge advantage when it comes to pricing and negotiation.

9 What would stress me out most about selling?

Showings? Repairs? Timing the next purchase? Naming the stressors early lets you plan around them — or delegate them away.

10 What costs should I be planning for now?

Repairs, prep, moving, taxes, commissions — none of these should be surprises. A clear financial picture now makes future decisions much easier.

If even a few of these questions resonated, that’s a natural place to pause and get clarity — before decisions start making themselves. A simple conversation can help you understand your options, the timing, and what makes the most sense — now or down the road.

P.S. While there are always more questions worth asking, there’s one many homeowners overlook — and it often ends up being the most impactful. It’s worth asking before you do anything else.

★ Who do I trust to help me think this through?

You don’t need a salesperson — you need a thoughtful sounding board. Someone who understands your neighborhood, the current market, and how timing, preparation, and strategy actually play out in real life. The right advisor helps you connect the dots, pressure-tests your assumptions, and gives you clear options — even if selling is still months (or longer) away. Smart decisions rarely come from rushing; they come from having the right perspective early.

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PETE CASTRO
GROUP

sell well. buy wise. live happy

310.500.1414 | pete@petecastro.com | petecastro.com | DRE 01161881

11601 Wilshire Blvd, Suite 101, Los Angeles, CA 90025

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