

# Thinking about selling your home?

6 questions you need to ask yourself before taking the leap

If you are seriously considering selling your home, here are a few important questions to ask yourself before taking that leap.



## 1. What can I expect to fetch for my home?

It is vital that you establish a ballpark figure on how much you want to sell your home on the market. Knowing the price range you can expect to receive will help you establish how much you can afford for your next home



## 2. What costs will I incur in the process of selling my home?

The process of placing your home on the market entails much more than placing a for sale sign on your front lawn. There are costs involved that will impact your ballpark figure. For instance, do you plan to obtain the services of a real estate agent? Do you have repairs needing to be completed? These are a few of the possible costs you will likely need to consider.



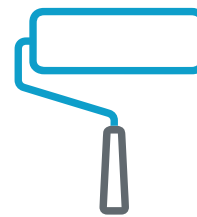
## 3. Do I need a pre-approval for my mortgage?

In order to know your overall affordability, it is imperative you get pre-approved for a mortgage.



## 4. When should I sell my home?

If you have flexibility with respect to time (i.e. you don't have to sell your home quickly due to an out-of-country move), place your home on sale during prime season. For the housing market, primetime is spring.



## 5. How do I prepare my home for sale?

When placing your home on the market, the key selling factor is curb appeal. You need to ensure your home is as visually appealing as possible.



## 6. Should I just renovate instead?

It is clear, selling your home and moving does not come cheap – there are many associated costs that make the process expensive. Many homeowners are apprehensive about renovating but in the long run it may be cheaper to renovate than relocate.

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