

10 Questions To Ask Yourself Before Buying Or Selling A House

1. What is the date you need to be moved in or out of your house? This speaks to motivation and will help me determine what is the best course of action.
2. What would you do if that deadline isn't met? You will always need to prepare in advance an alternative plan "just in case".
3. How much money will you need to spend on closing costs if you are buying a house or selling a house? I can answer this question for you. You don't want to come up short in either situation.
4. This question is a two part question that involves both buying and selling. If you are selling, ask your "is my house ready to sell"? What I mean by that, if a buyer came today would your house be in "show ready" condition? What do you need to do to get it ready. [Click here to get a list of 47 Easy Ways To Make Your Home Sell Faster.](#) On the other hand, if you are a buyer, you will be the judge of whether the seller has met the "is my house ready to sell" question. As an experienced Realtor I can help you, Mr. Seller, prepare your house so that Mr. Buyer will be in a buying mood.
5. Who is the ultimate decision maker? That sounds like a silly question but in my experience usually one or the other person has more influence in the decision. Determine upfront, even though it should be a collaborative effort, who is going to have the final say. This makes everyone's job a lot easier.
6. Have you made determinations in your mind that you won't be swayed from? I encourage you to come with an open mind. Both buyers and sellers "know what you want", but sometimes that is only because you don't know what else there is. Stay away from tunnel vision.
7. If you are buying ask yourself this question "how long do we intend to stay in the house"? I am not trying to sell your house before you even buy it. Many people say "forever" but that is seldom the case. Why should you ask yourself that question? It is mostly for financial reasons. Let me explain to you what that means.
8. If you are selling, be prepared to ask yourself the question, "why hasn't my house sold". There are a myriad of answers for that question. [Click here for some answers.](#)
9. What do I do first? Call me 806-290-1920. I will help you get qualified if you are buying and if you are selling I will help you figure out how much your house is worth.
10. Will this be stressful? Honestly? Yes, it will be. My job is to act as your "stress absorber" to my very best ability. Just because you haven't heard from me in a few days doesn't mean I am ignoring you. It might simply mean I am fixing something before you know about it. That is how I absorb your stress.