

List or wait?

Your decision checklist.

Work through these before you decide. The more context you have, the clearer your decision becomes.

• Free download from ListOrWait.com



Your property

6

- Get an estimated home value from a reliable source
ListOrWait.com shows an automated valuation model (AVM) estimate. Cross-check with a local agent's comparative market analysis (CMA).
- Estimate your remaining mortgage balance
- Calculate approximate equity (estimated value minus mortgage balance minus selling costs)
- Note your last sale price and year purchased for tax context
- Identify deferred maintenance or repairs that could affect listing price or buyer offers
- Assess whether updates (paint, staging, landscaping) are worth doing before listing



Your local market

7

- Check the List or Wait Score (LWS) for your zip code at ListOrWait.com
The LWS reflects how your market compares to all U.S. markets right now, from Strong wait to Strong list.
- Look up current months of supply (MOS) in your area
MOS: how long it would take to sell all active listings at the current pace. Under 4 months = seller's market. 4-6 = balanced. Over 6 = buyer's market.
- Find median days on market (DOM) for your neighborhood
DOM: number of days from listing date to accepted contract.
- Check active inventory year-over-year (YoY) in your metro (rising or falling?)
- Review recent sale-to-list ratios in your zip code
Sale-to-list ratio: final sale price divided by original asking price. Above 100% means homes sold over asking.
- Note the percentage of active listings with price reductions in your area
- Ask a local agent about showing activity and buyer competition right now

% Mortgage rates

4

- Note the current 30-year fixed rate

Benchmark: the weekly Freddie Mac Primary Mortgage Market Survey (PMMS), published each Thursday. Find it at ListOrWait.com or FRED (Federal Reserve Economic Data).

- Compare today's rate to where rates were 30 and 90 days ago (trending up or down?)

- Estimate what today's rate means for your buyer's monthly payment

Higher rates shrink the buyer pool. Lower rates expand it but may also bring more competing sellers.

- If buying next, understand what today's rate means for your purchasing power

📅 Your timing

5

- Define your personal deadline, if any (job relocation, school year, lease end, life change)

- Decide whether your timeline is flexible or fixed

Flexible = you can wait for a better signal. Fixed = you list when you need to, regardless of conditions.

- Consider the season and upcoming local market shifts (spring surge, fall slowdown)

- Factor in how long you are willing to be on the market before you need to act

- Understand the closing timeline in your state (typically 30-60 days from accepted offer)

\$ Your finances

6

- Estimate net proceeds after agent commissions (5.70% national average), closing costs (approx. 1%), and outstanding fees

- Check whether you qualify for the capital gains exclusion and consult a tax professional

The Section 121 Exclusion is an IRS rule letting eligible homeowners exclude up to \$250K (single) or \$500K (married filing jointly) of profit from a primary residence sale from taxable income.

- Understand your destination: rent, buy, or move to a family home?

- If buying next, get pre-approved so you know your purchasing power in your destination market

Pre-approval is a lender's conditional commitment to lend you up to a specific amount based on your income, credit, and assets.

- Clarify whether selling first or buying first makes sense for your situation

- Review any homeowners association (HOA) fees, prepayment penalties, or outstanding liens



Your destination market

4

- Check market conditions where you plan to move next
A strong seller's market at home paired with a strong seller's market at your destination may not be the windfall it appears.
- Compare inventory levels and days on market (DOM) in your destination city
- Factor in cost-of-living differences if moving markets
- Consider whether timing your sale aligns with conditions at your destination



Professional guidance

4

- Speak with a licensed real estate agent who knows your specific neighborhood
Ask about showing activity, buyer competition, and recent comparable sales (comps) that national data cannot capture.
- Consult a financial advisor about the impact of a sale on your overall financial picture
- Talk to a tax professional about capital gains and other implications
A 1031 exchange is an IRS provision that allows sellers of investment property to defer capital gains tax by reinvesting proceeds into a like-kind property.
- If legal questions arise (trusts, estates, divorce, co-ownership), consult a real estate attorney

This is a starting point, not a final answer. The information on this page is based on available market data and is meant to help you think through your options, not replace professional advice. Before making any decisions, speak with a licensed real estate agent or financial advisor who knows your full situation.

ListOrWait.com | Free for personal use