This Step Is Different

Selling a home you've lived in for years—or decades—often feels very different than any move before it. It's not just a financial decision.

It's a personal one.

This home may hold routines, milestones, and a sense of familiarity that's been built over time.

That doesn't mean it's time to rush.
But it does mean this step deserves a different kind of attention.

Moving Forward, On Your Terms

For some, it's the right next step.
For others, it's something to prepare for gradually.

Either way, having a clear understanding of the process can make it feel more approachable—and less overwhelming.

If it's helpful, I can provide a simple, step-by-step outline tailored to your situation, along with local resources that support each stage of the transition.

You can also access a curated Senior Services Guide with trusted local resources for downsizing, moving support, and more:
www.tomsharprealtor.com/sr-services-download

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Helping people make thoughtful, lifelong real estate decisions — with clarity and confidence.

— Lifelong Living Series —

Selling a Long-Time Home: What to Expect

By Tom Sharp

Senior Real Estate Specialist®

A steady look at what this step really involves—at your pace.

It’s Not Just about Selling

Most advice focuses on pricing, timing, and preparation.

Those things matter—but they’re only part of the picture.

There are often quieter questions underneath:

- What does it mean to leave a place that’s been “home” for so long?
- How much effort should you really put into getting it ready?
- What parts of the process feel manageable—and what feels like too much?
- What would a comfortable pace actually look like for you?

If those questions aren’t acknowledged, the process can feel heavier than it needs to.

This decision is about more than just selling a house.

What the Process Actually Looks Like

While every situation is different, most home sales follow a similar path:

- Preparing the home
- Pricing based on current market conditions
- Showing the home to potential buyers
- Reviewing offers and choosing terms that fit your situation
- Moving through inspections, paperwork, and closing

Some parts move quickly.
Others take more time than expected.

One thing that often surprises people:
the process isn’t a straight line.

There can be pauses, adjustments, and moments where decisions need to be revisited.

That’s normal.

This isn’t a straight-line process—and it doesn’t need to be.

What Usually Matters—And What Doesn’t

It’s easy to feel like everything needs to be perfect before selling.

In reality, that’s rarely necessary.

What tends to matter most:

- Clear, realistic pricing
- A home that feels cared for (not flawless)
- A plan that fits your timeline

What tends to matter less than expected:

- Completing every possible update
- Trying to match every “ideal” listing online
- Pushing yourself to move faster than you’re ready

A steady, thoughtful approach often leads to better outcomes—and a better experience.

Not everything needs to be done—focus on what actually matters.