

**Subject:** A quick resource you can share with clients this month  
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**From:** Charlie Content  
**To:** Melissa Gates



Hi Markie,

Clients are asking smarter questions in 2026. They are not just asking what they can buy. They are asking whether they should buy, wait, refinance, sell, or keep renting.

We created a series of informative and practical "Should I" guides you can share with clients depending on where they are in the process. These are designed to help clients make decisions faster and reduce confusion during the transaction.

### **Buyer decision guides**

- [Should I buy a house now or wait?](#)
- [Should I get pre-qualified before house hunting?](#)
- [Should I wait for mortgage rates to drop?](#)
- [Should I keep renting or buy a home?](#)

### **Homeowner decision guides**

- [Should I refinance my mortgage now?](#)
- [Should I sell my home now or wait?](#)

If you have a client who is on the fence, overwhelmed, or overthinking the next step, these guides can help simplify the decision. Share them as needed to help clients move forward with confidence.

Thanks

Charlie



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