



# Selling Your Home

**Jim Remley**



## **Selling Your Home:**

*50 Simple Steps You Can Take to Sell Your Home Faster and for More Money in Any Market* Ilyce R. Glink, 2003 If buying a home is the single biggest investment anyone can make then successfully selling that home is even more important In this book Ilyce Glink presents 50 simple steps that take home sellers through the process of readying a house for sale **Seven Steps to Sold** Donna Freeman, Shannon Freeman, 2009-01-21 Real estate experts Donna and Shannon Freeman don't pull any punches Whether it's on HGTV's shows *Designed to Sell* and *Secrets That Sell* or with their own clients this mother daughter team's straight talking approach helps home sellers do what it takes to close a successful sale Often hilarious and always honest their advice results in multiple offers higher profits and happy sellers Now for the first time this witty and wise duo brings the benefit of their experience to you sharing their insider secrets and strategies in *Seven Steps to Sold* To sell your home for top dollar you have to play the real estate game and realize that that means stepping outside of your lifestyle From the moment you first consider selling until the day you move Donna and Shannon's simple seven step plan covers everything you need to know including how to Give your house a competitive edge even in a tough market Set your goals and price your house properly Accentuate the strengths of your home and get inside buyers minds to attract the best offers Close the sale on schedule while avoiding the common mistakes that can drive you crazy and cost you a bundle Plus *Seven Steps to Sold* includes many exclusive features such as 99 Simple Ways to Ensure a Successful Sale Top Ten Questions to Ask Prospective Agents Twelve Little Things That Can Make a Big Impression With their trademark wit and in depth experience Donna and Shannon will keep you laughing and learning as you sell your house the right way for the most money and in the shortest time possible in seven easy steps **How to Sell Your Home in 5 Days** Bill G. Effros, 2015-03-01 The proof is in the testimonials that have arrived by the thousands This is a really great book It's simple It's straightforward We read it We ran our ad We got over 100 telephone calls We sold our home John Henke Boise ID Our real estate broker was green with envy In 5 days we got 24 bids higher than the highest bid she got us in 11 1 2 years You're our hero Elizabeth make a timetable write an effective ad use buyer psychology price points and magic numbers to get the best price and conduct round robin bidding It includes new information on the Internet including a supporting website [www.5day.com](http://www.5day.com) the most recent testimonials and updates to every phase of the process from whether or not to renovate a kitchen before selling to the ins and outs of transferring ownership Homes sold through the five day plan sell for an average of 5% more than through conventional sales plus the seller doesn't have to pay a broker's fee making this book among the best deals of the century **Sell Your Home Now** Laura Riddle, 2010 This book is a must have for any individual looking to effectively sell their home for the best price Put your home at the head of the market with the help of Laura Riddle's expertise Riddle a Masters level award winning real estate broker walks today's home sellers through everything they need to know to get the best price in today's real estate market Laura guides readers through the basics of the home selling process Readers will learn how to determine the value of

their home prepare the home to be sold stage the home inside and out know when the time is right to list the home plan for showings and open houses accept an offer and ultimately sell for top dollar A firm believer in making your home stand out to sell faster by assisting potential buyers through the complicated loan process the book carefully compares loan options from low down payment FHA and 0% down payment USDA and VA loan programs allowing readers to choose the loan that works best for their successful sale Also covered are different Buyer Down Payment Assistance Programs making this a complete guide to give you everything you need to put your house up for sale Sell Your Home Now also includes timely information for sellers including resources on Short sale versus Foreclosure options Foreclosure prevention programs The Homeowner Affordability and Stability Act passed in February 2009 and Loan modification options This complete guide includes information about selling techniques for selling up to 80 percent faster and advertising to sell for 15 20% more and where to list your home online to get the most exposure Plus the book has a section on staging the home for the quickest sale in order to gain an advantage over other homes particularly foreclosures in your neighbourhood Tips are given on common mistakes home sellers often make that could hinder your efforts so thoughtfully included are sample real estate contracts titles and home inspection reports Selling the home For Sale By Owner All of the information the book contains is exceptionally helpful to the do it yourselfer plus Laura has included case studies from agents and sellers around the country to provide readers with proven tips and tricks for selling a home in the quickest time possible and for the most money

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it's only unnerving because you haven't got a clue about the dynamics of selling a house your house It's the one asset you have where you've plunked down your lifetime savings Now you want it all back That equity you were slowly building over these years will come back to you a hundredfold because you've thought about it long enough to realize that there is a handsome profit waiting to be made Don't worry This episode in your life doesn't need to be a drama of horrors In this book we've collected important tips for you the first timer all 101 of them in fact And when that check finally lands on your hands and the last box has been shipped out of your house to make way for the new owners it will be exhilarating more exhilarating than you've ever imagined it to be Study the tips Some you already know no doubt But even with 101 or 1001 tips you'd still need professional advice you managed to eliminate the real estate agent but you'll still need your lawyer or notary and your accountant You need to consult with other professionals as well like the professional house inspector who can dish out valuable advice about repairs and maintenance These tips can help you map out a selling strategy for your house and when you turn the lock for the last time you'll come out of the experience wiser And yes wealthier too The confidence you gain by getting your feet wet the first time could who knows make you want to do it the second time and then a third time and more

**Six Success Steps to Selling Your Own Home** David Parker, 2009-11-30 SELLING YOUR OWN HOME WHO will buy your home WHAT is a fair price for your home HOW can you motivate prospective buyers to visit your home HOW do you present your home in optimum fashion HOW do you close the sale Dr David F Parker internationally renowned real estate advisor and founder of The Real Estate Clinic is now sharing his formula for individual sales success in SIX SUCCESS STEPS TO SELLING YOUR OWN HOME This manual simplifies the proven guidelines used by professional sales persons into six sets of learning exercises for individual homeowners The success steps in this manual equip the homeowner with all of the essential knowledge and methods required to sell your own home Six Success Steps To Selling Your Own Home is available NOW THE REAL ESTATE CLINIC A subsidiary of PARFAM Inc 14500 Beach Boulevard Jacksonville Florida 32250 [www.sellyourhomesuccess.com](http://www.sellyourhomesuccess.com) *The Complete Idiot's Guide to Buying and Selling a Home* Shelley O'Hara, Maris Bluestein, 1994 You're no idiot of course You can calculate a 15% tip measure the floors for carpet and maybe even hang wallpaper But when it comes to buying or selling a home you're not sure where to start It's time to move *The Complete Idiot's Guide to Buying Selling Home* helps you make sense of the world of real estate so you can sell your existing home and buy your dream home with or without an agent You get simple steps to each stage of the process plus friendly advice in an easy to understand format Tips warnings and background information help you along the way and a handy tear out card provides lifesaving tips and reminders In this *Complete Idiot's Guide* you get **How to Sell Your Home When Homes Aren't Selling** Gregory D. Lerch, 1991 Includes prospecting techniques to use to sell the buyer and close the sale and much more **The Complete Guide to Selling Your Own Home in California** Kathy Gottberg, 2008-04 Is it possible to sell your home yourself and save a large amount of money Absolutely Is it easy and simple Not always Fortunately with the comprehensive information

including all the forms explanations disclosures in The Complete Guide to Selling Your Own Home in California you now have everything you need to successfully accomplish the goal of selling your home yourself Accompanying this book is a CD containing all the necessary legal forms and worksheets required in an editable and printable format to sell residential property in the state of California This book is organized into three parts Part One addresses the choices you face and reveal some of the mysteries of the For Sale By Owner FSBO experience Part Two is filled with the elements every seller needs to know before during and after the successful completion of a sale Part Three is for trouble shooting or to use as a reference when a task is at hand or if you find yourself facing a roadblock This final part also includes some simple marketing techniques that all sellers should at least be aware of before beginning the sales process In addition the accompanying CD contains all the legal forms a homeseller needs for any phase of a transaction Until now finding forms to legally transfer real estate in California has been one of the greatest challenges facing those in the FSBO market Feel free at any time to jump around in the book or to browse the CD to find anything that directly tackles your current concerns or questions

*Sell Your Home in Any Market* Jim Remley,2008 In this cooling market homes are becoming harder to sell But with the right strategies sellers can greatly increase their odds of success *Sell Your Home in Any Market* gives readers the tools techniques and strategies used by the best real estate marketing experts in the nation to ensure their home is positioned to sell Readers will find out how to review the local market set the right price promote their home like a pro prepare for a showing anticipate questions sell the neighborhood use incentives to encourage a quick sale gently push a buyer evaluate offers The book reveals 10 ways to stage a home 5 ways to maximize showings with MLS marketing 25 items inspectors check 200 ways to improve curb appeal exactly how to emphasize a home s benefits to potential buyers and much more Packed with priceless tips and techniques this is a book no one selling a home should be without

**Sell Your Home in a Tough Market - Now!!!** Crissie Cudd,2008-11 Selling a home in a tough market is different than at any other time Sellers can t afford to make mistakes that cost them a buyer This book offers step by step instructions from preparing the home to sell to pricing and marketing the home Preparing the home for sale is a key component of the process and an area in which a seller can do too little or too much often with negative consequences Pricing correctly for the market is a challenge any time but in a tough market a seller has to know what tools to use to get accurate information with which to make pricing decisions Marketing must be designed to make the home stand out in a larger inventory of competing homes for the smaller number of buyers The advantages and pitfalls are all laid out with suggestions on how you can be a successful For Sale By Owner There is also information on how to select the right agent and company that will do the best job for you This guide details every step necessary to sell a home in the toughest market in decades Proven techniques that will sell YOUR home NOW

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than you would otherwise Making a big mistake in the sale of your house on the other hand can easily cost you additional weeks perhaps even months of work and headache as well as half a year's worth or more of your take home income If you want to sell your house and don't know where to start *House Selling for Dummies Second Edition* can show you the way If you've researched this topic and would like to discover more about certain aspects of selling your home then look no further *House Selling for Dummies Second Edition* is a user friendly holistic book totally oriented to your needs as a seller This friendly guide cuts through confusing real estate lingo and explains in plain English how to make the best possible decisions for your situation whether that decision means staying in your current home rather than selling or if it means selling through a good local real estate agent This updated edition can help you avoid making mistakes in your selling decisions and will ensure that you sell your home in the best way possible This down to earth guide shows you how to Research your options and the personal finance ramifications of your decision to sell or not to sell Decide whether you should sell your house yourself or bring in an agent Find the right team of real estate professionals to work with Prepare your house before you put it on the market Determine the value of your house Time the sale of your house Negotiate the sale of your house File your income taxes after the sale of your house *House Selling For Dummies Second Edition* includes handy checklists Internet resources and a variety of tools and techniques you can use when selling a home Here is the best way to save time money and your sanity when selling your home with or without an agent     *How to Sell Your House for Sale by Owner* Benjamin Steele,2015-04-01 The conundrum of choosing whether to sell your house on your own or involve a real estate agent is as follows If you can sell your house without a real estate agent you won't have to pay the agent's commissions but if your prospective real estate agent is capable of selling your house at a higher price than you could have sold it on your own then you may end up making more money from the sale even after paying out commissions for the real estate agent So the question remains how can I effectively sell my house on my own negotiate a good price and come out better than I would have had I used a real estate agent If you decide to sell your home on your own you will need to give careful thought before making several important decisions You will need to take time to learn the science behind sales and marketing what attracts buyers and what turns them off You'll need to know how to prepare your house for showing and how to negotiate a good price The following chapters provide a step by step walkthrough of these processes as well as major decision factors involved in putting your home on the market For Sale By Owner FSBO     *The Secrets to Selling Your Home* David McCullough,2018-03-29 When you list a property for sale with a real estate agent what goes on behind the scenes How does the agent market your property And where do the commissions go If you want the nitty gritty answers to these questions this book is for you I'll walk you through the process with a fictional family that needs to find a bigger home When you finish the book you'll be ready to list your home and know how to do it right     **How to Sell Your Home in 5 Days** William G. Effros,1993 Based on one basic truth of free enterprise that your home is worth exactly what the highest bidder will pay for it



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