

**SELL YOUR**

**OWN HOME**



# Sell Your Own Home

**Benjamin Steele**



## **Sell Your Own Home:**

Yes You Can Sell Your Own Home! Robert H. Brock, 2011-04-07 One who sells their own home is known as a For Sale by Owner FSBO You might have already placed a FSBO sign in your front yard Because of the present economic situation you may have an urgent need to sell your home quickly In your mind and heart you feel that you can sell your home by yourself hopefully to save some of those outrageous costs of sale I want to tell you right now YES YOU CAN SELL YOUR OWN HOME By learning and following my concept in this book PLUS having the proper attitude you can do just that Professional realtors and brokers spend a great deal of money going to seminars continuing their education and reading a lot of books They also learn from their mistakes In most cases they receive training each week at their real estate office meetings I would like to help you have some of that same knowledge and education to make your house stand out above the others and make a fast sale as well I have spent more than 25 years in the real estate industry During that time I have trained more than 12 000 real estate agents and brokers in all phases of the real estate business I have been CEO and President of my own company and have been a salesman and held other related positions for others over many years What I am going to share with you now is true in every part of this great country All sellers have this attitude 1 Their home is the very best in their neighborhood 2 They are sure that their home is worth more than any other home on the market in their area and 3 They do not understand why their home is taking longer to sell than the other homes in the neighborhood If you have this attitude you must change it and your thinking right now if you want to sell your home fast and at the best price possible in the current economic market Having given seminars to owners of real estate who want to sell their own homes by themselves one thing that stands out and I want to share with it you because it is so helpful in almost always cementing that deal overcoming buyers objections such as not the right appliances or carpeting or paint colors and other things These are so simple to overcome Ask the question first before they leave What is it about my home that prevents you from making an offer today Once they tell you for example you can show them from the little notebook you will put together of pictures or brochures and prices the top of the line gas or electric stoves carpeting paint cost and other things that you are willing to drop the selling price to cover You have just erased that objection and what happens is that you both win Of course this only works if you have priced your home properly By reading and following the programs explained in this book you should be successful in your sale and hopefully you will receive the most money possible in today's market You will learn to do the necessary tasks smarter and faster than anyone else in your area I WISH YOU ALL SUCCESS 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 Selling Your Own Home** [forsalebyowner.com](http://forsalebyowner.com), Jeffrey J. Wuorio, 2005-12-06 Do it yourself and keep the commission Now anyone who wants to sell their home on their own can learn how Whether readers are willing to pay a small commission for online help or a flat fee for an MLS listing or they want to handle every step on their own this guide will walk them through the process providing tips on everything from signs and open houses to appraisals and inspections 9781440696664 *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 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      **How to Sell Your Own Home** Trisha Miller,2014-10-15 There are many reasons an individual might choose to sell their own property and How To Sell Your Own Home was specifically written for these individuals Each property is unique and each transaction is different There are a million ways to negotiate and close a real estate transaction but there are basic steps within each transaction that will need to be done Some of the questions answered within this book are How to prepare you home and determine a sell price What is different about selling a modular or manufactured home What actions to take if you are financially distressed and in a short sales or foreclosures situation What to do once you have a contract What happens when the appraisal is lower than the purchase amount What to look for in the Title Commitment What you need if you have been married divorced or widowed since originally purchasing the property I hope this book is beneficial in helping you sell your own home      How to Sell Your Own Home William F. Supple,1996 The reference book on selling your own home and saving thousands by avoiding commission fees This book teaches you how to price the property show it and close the deal using a simple step by step approach      *SIMPLE & SOLD - SELL YOUR HOME* Sissy Lappin,2015-08-14 Gives you the proven tools and effective strategies used by the best real estate insiders to sell your home FSBO Sissy walks you through the step by step process from start to finish to price list market and sell your house without hiring and paying a real estate agent confidence included      *The Complete Kit to Selling Your Own Home* Joseph P. DiBlasi,2003 For most people their home is the single largest investment they make It is also the one they spend the most money on when they sell You can dramatically cut agent fees and increase your return by selling it yourself Written by an experienced real estate attorney The Complete Kit to Selling Your Own Home contains everything you need to sell your home for top dollar      **Simple and Sold** Sissy Lappin,2016 Gives you the proven tools and effective strategies used by the best real estate insiders to sell your home FSBO Sissy walks you through the step by step process from start to finish to price list market and sell your house without hiring and paying a real estate agent confidence included      SELL YOUR OWN HOME AND SAVE THOUSANDS \$\$\$\$ Barbara Allen,2005-03-01 Many publications have been written on How to Buy a Home but few if any has been been written to help You the home seller to sell your own home Most people that decide to sell their own home themselves have no guide lines only their desire to save the dollars that go for Real Estate commissions This book has been designed to help you do just that This is a step by step instruction book with the forms you need to accomplish your goal There may be different needs for different States we have tried to compensate for this Some of the forms will not be needed for some transactions but are included for the needs of others Now that you have made the addition to save THOUSANDS of Dollars by selling your own home lets talk about a few things that may beneficial to you I am not telling you it will be easy it takes patience and I hope by buying this book you will be relieved of a lot of guess work NOW LETS GET GOING      *A Straightforward Guide to Buying and Selling Your Own Home* Frances James,2013-04-25 A Straightforward Guide to Buying and Selling Your Own Home is a

comprehensive and clear guide for all who are involved in the purchase and sale of property This book is particularly relevant now taking into account the falling property market and the need to be aware of the fundamental points when buying and selling The book covers all aspects of the sales and purchase process including auctions and the process of conveyancing which has also undergone changes in the last 12 months

**Simple and Sold - Sell Your Home Fast and Keep the Commission #1 Fsbo Guide** Sissy Lappin, 2015-07-27 Simple and Sold is the 1 FSBO Guide and takes the scary out of selling it without an agent This book gives homeowners all the tools and information needed to create a personalized easy to follow plan for selling their home This book has practical advice based on experience not theory The goal is to sell your home and get top dollar For every 100K in value a real estate agent wants you to pay 6 000 in commission It s ridiculous Homeowners are taking matters into their own hands with over a million homes being sold FSBO 1 in 10 homes Sissy Lappin has sold over 1 2 billion in homes and she is doing something unlike any of her peers she is making it possible for homeowners to be their own real estate agent and do a better job Sissy knows that home sales don t have to be nearly as complicated as most real estate agents would make you think If you handle the process correctly it s a breeze All you need to effectively sell a home by yourself is the willingness to learn and follow a system that will put you in control Simple Sold gives you the proven tools and the effective strategies used by the best real estate insiders Sissy walks you through the step by step process from start to finish helping you identify and prevent problems before they start You ll find that this program will result in your knowing the business better than many agents out there

*I Want to Sell My House - Now What?* William Walls, Shelly Lanich, 2023-05-18 Selling Your House Here s The Problem Whether you are a first time home seller or selling a home for the 5th time you usually contact a friend in real estate and hopefully they will guide you through the process while it happens If that s your strategy there is a better way Accountability is the new normal You must be accountable to yourself and be your own real estate advocate Get to know what you deserve and are entitled to when dealing with others Learn what to expect and what to ask all in under 2 hours Do you know what to ask a real estate agent an inspector an appraiser or even a closing agent If you re already talking to a real estate agent you re already well into the selling process Did you know that the selling process is actually standardized All the professionals involved know their role and when to take action You however are usually asked to make decisions with little or no preparation Shouldn t you know the entire behind the scenes process ahead of time The problem is you are usually left in the dark as to what comes next That s not fair The pandemic and higher interest rates changed how people sell their homes If you are planning to sell today or a year from today you will benefit from this information immediately In today s market homes may take a bit longer to sell The decisions you make affect your bottom line Don t know where to start That s fine We give you all that information you need Where to start what to ask and what to expect Now you know In Under 2 Hours You Will Learn How the entire selling process works BEFORE you ever start How to prepare for the home selling experience in the new normal What to expect when you actively list your

house for sale What to ask your real estate agent so you are never in the dark again What role everyone plays in the selling process This is the fastest and easiest way to eliminate the stress associated with selling your home You can learn the entire selling process in under 2 hours Take full control of your transaction without any guesswork of what comes next If you're thinking about selling your home in the new normal this should be required reading To write about this material you have to experience it firsthand Authors William Walls and Shelly Lanich are in the real estate industry They share over 50 years of hands on experience and focus on the most important part of the transaction You No one has shown you how the timelines interact behind the scenes Your future real time decisions can now be reviewed today before you ever start Use any agent you want Close where you want Best of all you don't have to contact a real estate agent to get this roadmap to selling your home This is your executive summary for the selling process Buy It Read It Use It Today **DIY Home Selling** Berta Fritchett, 2011-04-11 You can sell your house through an agent or you can do it yourself and save hundreds of dollars on commission fees Thanks to the internet finding buyers for a house that you want to sell off quickly because you need some fast cash is now a very easy thing to do In fact almost 80% of property buyers go to the internet to find their new home While it can save the homeowner lots of money do it yourself home selling can actually be complicated It can involve a lot of legalities and technical loopholes that you need to be very careful about and pay close attention to otherwise you can get yourself embroiled on a tedious legal battle However with the right know how and a great deal of meticulousness DIY home selling can absolutely work Countless homeowners have sold their own house on their own without any problems This book will give the homeowner who is selling his own home and going at it for the very first time with a very basic overview on selling a house The information here will provide details on how to improve home value how to get listed so you can get found fast plus many more house selling tips *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 **Sell House - 101 Tips for Selling Your Home on Your Own!** Donald Lloyd,2009-12-11 Give Me a Little of Your Time and I ll Make Sure You re Armed With Insider Tips Tricks And Tactics For Selling Your Home FAST For The Best Price Possible Thinking about selling your house without a real estate agent It can be done and the truth is many people do it very successfully But there s a trick to it that not everyone grasps What s the secret Just like in anything else knowledge is power Soldiers don t go to combat without orders plans maps and guns Entrepreneurs don t create profitable businesses without knowledge of the market Surgeons don t go into the operating room without knowledge of their patient And now you ll be able to sell your house armed with the knowledge of a professional real estate agent I ve got over one hundred tips that will be your ammunition The housing market is hot and it s time to make a fortune with 101 Tips For Selling Your Home On Your Own [http www elvioromeo com](http://www.elvioromeo.com) **Sell House** Elvio Romeo,2009-12-11 Give Me a Little of Your Time and I ll Make Sure You re Armed With Insider Tips Tricks And Tactics For Selling Your Home FAST For The Best Price Possible Thinking about selling your house without a real estate agent It can be done and the truth is many people do it very successfully But there s a trick to it that not everyone grasps What s the secret Just like in anything else knowledge is power Soldiers don t go to combat without orders plans maps and guns Entrepreneurs don t create profitable businesses without knowledge of the market Surgeons don t go into the operating room without knowledge of their patient And now you ll be able to sell your house armed with the knowledge of a professional real estate agent I ve got over one hundred tips that will be your ammunition The housing market is hot and it s time to make a fortune with 101 Tips For Selling Your Home On Your Own [http www elvioromeo com](http://www.elvioromeo.com) **Insider Secrets to Sell Your Home for Top Dollar** Nelson Whiting,2018-10-19 Do you want the tools to sell your own home Have you wondered what real estate agents do differently to sell their homes faster and for more money This book will give you as a home owner the know how to properly Understand your market Price your home competitively Make the right home improvements Stage your home to wow buyers Market your home to find that one special buyer Negotiate like a pro Avoid costly mistakes Make more money and sell faster in any market Not everyone has the guts to try to sell their home on their own If you want to do it right this book will inform you of the best principles and practices to get the most profit out of your home in the least amount of time The information contained in this book has been tested and proven by thousands of the most experienced agents in the industry This book will open your eyes to the most effective methods of selling a home whether it be on your own or with an agent Nelson Whiting is a Realtor with Serve U Best Realty The Whiting Team His experiences are outlined in this book to help you avoid common seller mistakes and navigate the potential turbulence involved in a home sale His marketing strategies and sales methods are proven to yield a home seller the most money possible in any market **Sell Your Home Without a Broker** Joseph P. DiBlasi,2005 Tens of thousands of



for sale by owner homes go on the market every year Those who do it right make top dollar and save thousands of dollars in real estate commissions You too can sell your own home for a greater profit and on your own terms Sell Your Home Without a Broker takes you through each step in the home selling process It cuts through the confusion and addresses the important issues of selling your own home Armed with the essential information provided you can sell your home quickly make a greater profit and do it all at your own pace Written by a seasoned real estate attorney Sell Your Home Without a Broker teaches you how to use the Internet to your advantage write a powerful advertisement save money at closing dodge pitfalls in the home selling process host an effective open house and make moving day a breeze

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### **Sell Your Own Home Introduction**

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