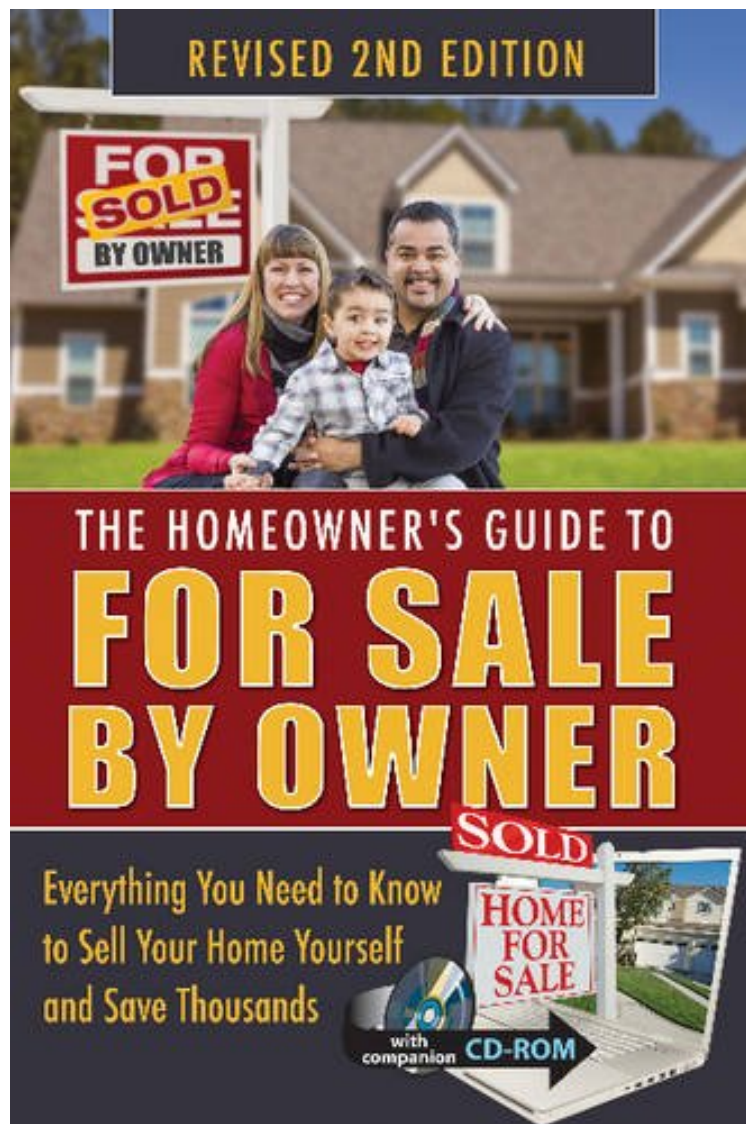


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The Homeowner's Guide to for Sale by Owner: Everything You Need to Know to Sell Your Home Yourself and Save Thousands 2nd Edition

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Know to Sell Your Home Yourself and Save Thousands 2nd Edition:

2 of 2 people found the following review helpful. Not what I was hoping for...By Abby Lavoie KeisterHave been a little disappointed in the lack of editing throughout this book as well as the frequent repeated information from 1 page to the next. I've done a huge amount of research on preparing a home to increase the value sell it quickly, so those topics didn't have anything new for me to learn. Because I LOVE researching just about anything I'm curious about (most people don't), maybe others just leave the research up to authors like you so they can depend on someone else for the answers guidance. I'm just different than most, I guess. What I expected from this book was just a how-to on the FSBO paperwork process. Thank you.1 of 1 people found the following review helpful. Good Place To Start To A FSBOBy Scott D. WelchThis is a very practical, nuts-and-bolts book to sell your own house. Though the author never states she has sold any real estate By Owner, she is a developmental book editor and freelance writer. Based on that one would assume she relies heavily on her research to write such a book. She did a pretty good job at that.One interesting thing to point out is that much of the information contained should be followed whether you sell your home yourself or decide to go with a real estate agent, such as fixing things that need repair, filling holes in walls, staging the house for showing, etc. But, it's good to have the reminder and checklist. For those of us considering saving the considerable expense of using an agent, she gets down to business and let's us know what to expect. There are 11 chapters in all, ranging from chapter 1, what you should know, to chapter 11, handling contracts, and seemingly everything in between. To me, the most useful ones were: 3 - determining if you should go the FSBO route; 5 - pricing your home; 6 - listing your home and professionals you can work with; 11 - the legal side. Not that other chapters weren't good (as she does cover specifics like marketing, handling offers, etc.) but those 4 were best for me. One area that might have been covered more thoroughly was what to avoid when doing FSBO. It also might have been good to include a couple of in-depth case studies of people who did not do well with FSBO and what could possibly have been done to avoid that. The included CD ROM has some very useful tools, 18 legal forms in all, including: Agreement for Purchase and Sale of Real Estate; Option to Purchase Real Estate; a Receipt for Non Refundable Deposit; Counter offer; Deed of Sale; and more. I have not looked at every one of them but they it seems more than likely they will work for almost all scenarios. Admittedly one can find free legal forms online but this CD avoids that search. Anyone who is underwater, or near that with their mortgage and needs to/wants to sell, should definitely consider using this guide to determine what you need to do, because having to fork over 6% of the selling price in commissions can make a huge difference, especially if you are not in a hurry to sell, but just need or want to sell. I am sure that an agent would get for more exposure for my home than could I in the short run (as long as they were really motivated to sell it and not just get the listing). Possibly not in the longer run. So, will I FSBO? After reading this, digesting it, and thinking about it ... probably so. For me, it is definitely worth saving the 6% and doing what needs to be done myself. That way, I earn the 6%.1 of 1 people found the following review helpful. Definitely worth a readBy K. SanchezBought this along with a couple others to sell a 17 year old starter home in a slow, South Carolina market. Took it very seriously from repairs to staging. Put the house on MLS and had my first showing 3 days later. First offer was later that day. Second offer was a week later - eventually accepted. If u do everything this book says to do, there is no reason you need a seller's agent. I opted to pay the buyers agent 3% to speed things along and STILL got attitude for being FSBO. Don't let them intimidate you. Stick to the tenets of the book and you will succeed! You should also do a ton of research b/c there are so many FSBO options. No one size fits all.

With this totally revised book *The Homeowner's Guide to For Sale By Owner* 2nd edition details each benefit FSBO brings and explains how you can accomplish this task while saving money. Now, selling your home without a realtor or broker will be fast and easy. You will learn the entire FSBO process. You will learn how to set the sales price and how to save the 6 to 8 percent real estate commission, which can add up to thousands or tens of thousands of dollars in savings. You will learn how to stage your home for a showing and have a professional appraisal and home inspection to ensure a successful sale. You will learn how to market, advertise, and show your home, list your home for sale on the Internet or local multiple listing service (MLS), host an open house, and develop and market a fact sheet. If selling your home is on your list of things to do, do not let the current market deter you: Let this book be your guide to saving money and selling your house the FSBO way.

The rules of the real estate game have changed since the mortgage meltdown of 2007. Selling your home today is completely different than it was just two years ago because the market has shifted from a seller's market to a buyer's market. If you want to be successful at selling your home for the highest price possible, follow the advice outlined in this book. Jackie Bondanza has written an updated guide to selling your home yourself commonly called *For Sale By Owner*. Times have changed. In a seller's market, you could simply stick a For Sale sign in your front yard and wait for the offers. I did this myself: I placed a For Sale sign in the front yard, held just one open house, and sold it soon after. There were two people competing to buy my house, and I was able to interview them and choose the one who had the stronger financial picture. The method I used to sell my house in 2004 will not work now. Today, you need

new methods and advice. This book will guide you through the process from start to finish. Start by understanding the current housing market and what factors gave rise to our current financial crisis. Bondanza discusses the history of housing over the last 20 years and compares past housing crashes to today's crisis in Chapter 1. This information is crucial to understand what is happening with your neighbor's house that might have just gone to foreclosure or is being sold by a bank. With the proper tools and education, you can save thousands of dollars and control the whole transaction from start to finish. This book will guide you in knowing which professionals you can partner with for free to help you market and sell your home. You will find case studies from industry professionals in each area of the book. These will add insight from people working in the field every day. You also receive a CD-ROM with all the needed legal forms to sell your house. The information contained on the CD-ROM could normally cost you hundreds of dollars and much time to get all the correct and updated forms. As a Certified Mortgage Planner and Branch Manager for Primary Residential Mortgage, Inc. in New Castle, Delaware, I found this book to be a serious step-by-step guide for how to sell your house. I work with For Sale By Owners in Delaware and Maryland to help them sell their homes quickly and for the highest price possible. It took me years to learn half of the information contained in Bondanza's book. I now recommend all of the FSBOs who contact me to get a copy of this book. The Homeowner's Guide to For Sale By Owner is your complete handbook that will take you from For Sale to Sold. --John R. Thomas, BA, MEd, Certified Mortgage Planner

About the Author Jackie Bondanza is a developmental book editor and a freelance writer. She has written about real estate, education, entertainment, travel, health, and lifestyle for iVillage, MSN, Online Degrees Magazine, Hemispheres Magazine, Southern California Senior Life, Northridge Magazine, and College Bound Teen Magazine. She has a master's degree in journalism and has written copy for both television and radio. She has also appeared as an education and lifestyle consultant for a variety of national television programs. As a developmental editor, Jackie works with authors to develop books ranging in genre from historical non-fiction and reference to pop culture and literature. In addition to her editorial work, Jackie writes a blog on international aid issues for Globalhood, an international consultancy firm, and she also leads workshops for homeless writers around the country. She currently lives in New York City with her husband and her dog. Visit her at www.JackieBondanza.com.