



**ANTONELLA VILLA** C: 516.972.5242  
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# SELLERS ROADMAP



## MEET WITH A REAL ESTATE PROFESSIONAL

Hold a no-commitment initial meeting to identify next steps.

## ESTABLISH A PRICE

Your agent will provide a market analysis to help determine an asking price for your home.

## PREPARE YOUR HOME

View your home through the eyes of the buyer and ask yourself what you'd expect.

## LIST IT FOR SALE

Your agent will put your home on the open market. Make it as easy as possible for potential buyers to view your home.

## SHOWINGS

Short notice showings may occur. Try your best to accommodate these requests so you never miss a potential sale!



## FINAL DETAILS

While under contract, the buyer will work with their mortgage provider to finalize the loan and perform other due diligence.

## UNDER CONTRACT

You and the buyer have agreed to all of the terms of the offer and both parties have signed the agreements.

## CHOOSING AN OFFER

Your agent will present the benefits and risks of each offer. You will have the opportunity to either accept or counter.

## OFFERS & NEGOTIATIONS

A buyer's agent will present your agent with an offer.



## INSPECTION

The buyer will perform a physical inspection of the home and may even ask you to make certain repairs.

## CLOSING

Funds and ownership are transferred. Pack up and prepare if the buyer is ready to move in!



This is not intended to solicit a currently listed home. Information is deemed reliable, but not guaranteed.

# Guide To Selling Your Home

**Sean Hughes**



## **Guide To Selling Your Home:**

**The Complete Idiot's Guide to Selling Your Home** Katie Severance, Nancy Gentile, 2010-01-05 In good times and bad the home seller's bible In today's uncertain real estate market sellers are deeply concerned with getting the most value for their homes Now more than ever readers need books that will help them find the most effective ways to make their homes attractive to buyers save money and make the sales process easier This unique guide will teach readers everything real estate agents and brokers know and more Reflects changes in the real estate market in the past several years and explains how to deal with the market no matter when the reader is looking to sell

**The Complete Idiot's Guide to Selling Your Own Home** Jeff Wuorio, Marcia Layton Turner, 2005 So you've decided you want to sell your house but the idea of paying 7% to a broker just seems like money thrown away Well as many FSBO's have found it can get pretty complicated The Complete Idiot's Guide to Selling Your Own Home provides the most comprehensive coverage for selling your home on your own Whether you're going to pay a small commission for online help or a flat fee for an MLS listing or you want to handle every step of the sale on your own this new Complete Idiot's Guide will help walk readers through the process providing tons of tips on everything from signs and open houses to appraisals and inspections And the included CD provides sample contracts boilerplate forms and checklists to help readers at every step along the way

**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

**Check, Check, Sold** Jake Posey, 2015-09-30 WARNING The author is not a real estate agent trying to make the process seem complicated and secretly hoping you will fail so you will hire him Check Check Sold is a step by step guide full of checklists how to's scripts templates and tips In this book you will get 49 checklists to ensure nothing is missed 21 step by step guides to walk you through the entire process 166 tips

throughout the book aimed at helping you sell your house for more money in less time 8 bonuses giving you more insight and examples Best of all it is short This is not a book on why you should sell your house by owner It does not go into why you should do certain steps You are given the steps you need to take and different checklists to help you along the way The content in this book was created through interviewing 50 homeowners selling their home on their own and other real estate professionals The advice and steps were put into practice and refined by helping others sell their house on their own Check out the table of contents for the full listing of what you will get Note that I ve also moved the fluff to the back of the book so you get more content in the preview of the book If you have any further questions jump over to my author page to contact me Good luck You can do this      [How to Sell Your Home](#) Mindy Jensen,2018 Think you already know how to sell a property Think again Learn all the tips tricks and tactics to sell your home quickly easily and for the biggest profit      **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 No Nonsense Guide to Selling Your Home** Diane Wilson,2001-09 With current trends concentrating on buyer related representation and issues such as defects disclosure discount points and negotiations it is of paramount importance that the seller be well informed of responsibilities practices and procedures The market has a bounty of books promising to help the buyer get the best deal help the buyer negotiate the price help the buyer save on closing costs Where is a handy reference tool designed with the SELLER in mind Right here Considering all of the materials available to the buyer you really can t afford not to buy this book Here s another thought Property values are increasing in most metropolitan areas Real estate commissions are typically based on the sales price of your home Higher property value translates to higher commission This book will teach you effective strategies for successfully marketing your home with or without an agent      [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      **Guide to selling your home privately** ,      *The Ultimate Guide to Selling Your Home* Andy LaPointe, Introducing The Ultimate Guide to

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*The Complete Idiot's Guide to Buying and Selling a Home* Shelley O'Hara, Maris Bluestein, 1997 Explains how to locate a house to buy negotiate an offer get a mortgage use the Internet to finance and sell one s home increase resale value and sell without a real estate agent

*Tips For Selling Your Home Yourself* Bill Vincent, 2012-03-17 So you d like to sell your house Great Everyone s doing it But this is your first time and you ll be doing the sale yourself Nervous Of course The fact is 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

*The Complete Guide to Selling Your Mountain Dream Home* Chris Kopf, 2015-06-30 Chris Kopf a top real estate agent in Crested Butte Colorado knows what it takes to ensure buying your mountain dream home goes smoothly He was the 1 Real Estate Agent in Crested Butte in 2014 and ranked in the top 2% of all Coldwell Banker Agents in the world of over 87 000 Chris has also been designated as a Previews Property Specialist by Coldwell Banker which are the

top agents serving the luxury homes segment of the market Chris has been in your shoes looking for that perfect Colorado mountain property that would work for his family Chris was a second homeowner in the mountain town of Crested Butte for ten years before he moved his family there full time He combined his experience as a real estate agent with his personal experience of buying his mountain dream home to create The Complete Guide to Buying Your Mountain Dream Home a simple step by step guide that teaches you what you need to know to find your own mountain dream home **The Essential Guide to Selling Your Home** Richard Cordaro,2018-05-26 The Essential Guide to Selling Your Home How to Sell Your Home for the Most Amount of Money in the Shortest Amount of Time is a comprehensive and easy to navigate informational guide for homeowners to learn about the process of selling their home written by real estate and sales professional Richard Rich Cordaro The book spans a range of topics from why a homeowner wants to sell and why that matters in the sales process to working with home inspectors and real estate agents to pricing and home staging strategies Designed for easy referencing The Essential Guide to Selling Your Home includes graphics which allow readers to easily locate important selling tips real estate facts reminders and other information they ll find useful during their home sales journey The book also includes real world stories from the author s experiences that will help readers more fully understand specific sales concepts Not an academic book by any means the details of the sales process are outlined in plain conversational English so readers of all knowledge and experience levels can gain maximum benefit **How To Make Your Home Sell** Sean

Hughes,2021-09-18 Your Practical Guide To Selling Homes In The World Of Real Estate In order to revive the nearly unprofitable real estate market it is important that more and more homes are staged This is a simple concept that ensures that a particular house that is for sales find appeal with more and more buyers Apart from getting a large number of buyers so that the seller can strike a good bargain it is also equally important for the seller that his house gets sold of quickly It is important to increase the demand so that the market can get more lucrative This is the primary reason why real estate agents are fast hiring or themselves turning into staging professionals These professionals help in building homes that find maximum appeal to the seller in terms of their tastes and preferences How To Make Your Home Sell delivers just that practical information and guide on how selling homes is now made not only possible but not as difficult as it should be

**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 Riddles 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 yourself 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

The Complete Idiot's Guide to Buying and Selling a Home Shelley O'Hara, Nancy D. Lewis, 2006 Whether they re buying their first time moving up to something new downsizing or buying for an investment people interested in real estate are proving themselves to be very savvy They are interested in books that will help them in their research save them money make the process easier and help them feel they re getting the best deal they can In short they want to know what real estate agents and brokers know While other books cater to the first time home buyer or only tout the benefits of letting an agent do all the work The Complete Idiot s Guide to Buying and Selling a Home Fifth Edition gives a more complete approach that s already popular with readers today With terrific word of mouth and great reviews this top selling guide focuses on a total approach to buying a new home

The Complete Idiot's Guide to Selling Your Own Home 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

**Selling Your House For Dummies** Eric Tyson, Ray Brown, 2018-02-12 Sell your house in any market Whether you re selling your home yourself or using a realtor this helpful guide offers all the information you need to make an otherwise stressful undertaking go smoothly In Selling Your House For Dummies you ll find plain English easy to follow information on the latest mortgage application and approval processes the hottest websites used in the house selling process and revised tax laws that affect the housing and real estate markets From the author team behind America s 1 bestselling real estate book Home Buying Kit For Dummies this book offers Eric Tyson and Ray Brown s time tested advice recommendations and strategies for selling your house given

current market conditions From staging your home to utilizing technology to sell your house directly to home buyers this trusted resource is packed with tips and ideas to make your home the most appealing house on the block Prepare your property for the best offer Stage and market your house successfully Negotiate and successfully close the sale Make sense of contracts and forms used in the house selling process Get the tried and true advice that will help you sell your property

**Sold by Owner** Cheryl Waller Mba,2023-03-11 Sold by Owner A Guide to Selling Your Home Without a Real Estate Agent is a comprehensive book that provides practical advice and tips for homeowners who want to sell their home without the assistance of a real estate agent The book covers everything from pricing your home correctly and preparing it for sale to marketing and advertising your property and negotiating and signing a contract It also includes information on legal issues and how to hire a real estate attorney to review the contract Written in a friendly and informative tone the book provides step by step guidance to help homeowners navigate the complex process of selling their home For Sale by Owner FSBO With its easy to read format and practical advice Sold by Owner is a must read for anyone looking to sell their home without a real estate agent



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