

A survival guide for selling a home

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Abstrak

"Homesellers who spend a little time and effort making their homes more marketable will net thousands of dollars more than those who simply put 'For Sale' signs up on the front lawn and call it a day. A Survival Guide for Selling a Home helps readers face the challenges of deciding whether or not to use an agent (and how to find one), estimating a price, and deciding which upgrades are worth making -- and which ones are not -- to add to their home's value. Featuring handy checklists, worksheets, and examples, the book takes readers step by step through the process of selling their homes, giving them valuable information on essential topics including how to: * prepare the home to be shown * negotiate offers * avoid costly mistakes * attract serious buyers through marketing * take the stress out of closing * and get top dollar in any market. In addition, the book discusses options such as renting and keeping the home as an investment, tips on moving and storage, and even a list of the seven biggest and costliest homeselling mistakes."