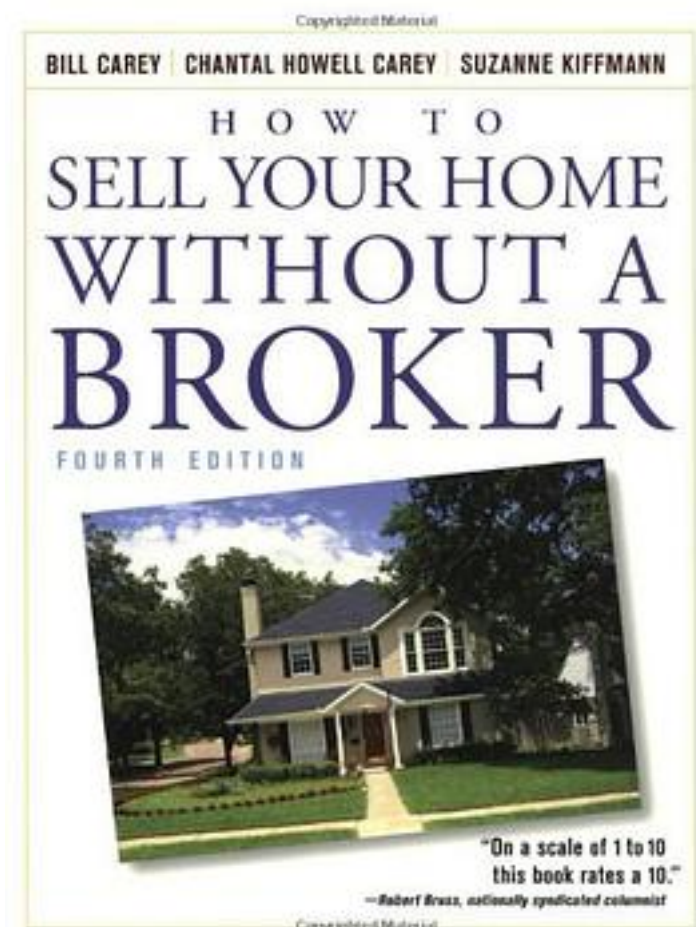


How to Sell Your Home without a Broker



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著者:Carey, Bill/ Carey, Chantal Howell/ Kiffmann, Suzanne/ Howell-Carey, Chantal

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Invaluable advice, tips, and guidelines for selling your home the affordable way---yourself With the high commissions being charged in today's housing market

and the convenience of the Internet as a selling tool, many Americans find it more affordable to sell their own homes. This new edition of the indispensable home seller's how-to guide can save you thousands of dollars in real estate fees and commissions by showing you how to successfully market, negotiate, close, and wrap up the sale of your home--without paying a broker's high fees. Updated and revised to reflect all the latest trends in real estate, this popular classic takes you through the ABCs of doing it yourself--from making a plan to making a profit when you close. Selling your own home can be tricky; this Fourth Edition provides all the tools and advice you need to save on fees, with: aeo Worksheets, checklists, sample contracts, and other helpful documents aeo New chapters on seller financing and second mortgages aeo The latest tax law changes that affect home sellers aeo Tips on how to get a buyer to assume your existing mortgage aeo Guidance on using the Internet to sell your home aeo Information on using land sale contracts, contracts for deed, wrap--around mortgages, and all--inclusive trust deeds (AITDs) With its step--by--step guidance and its wealth of helpful tools, How to Sell Your Home Without a Broker will help you find a buyer as quickly--and cheaply--as possible.

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