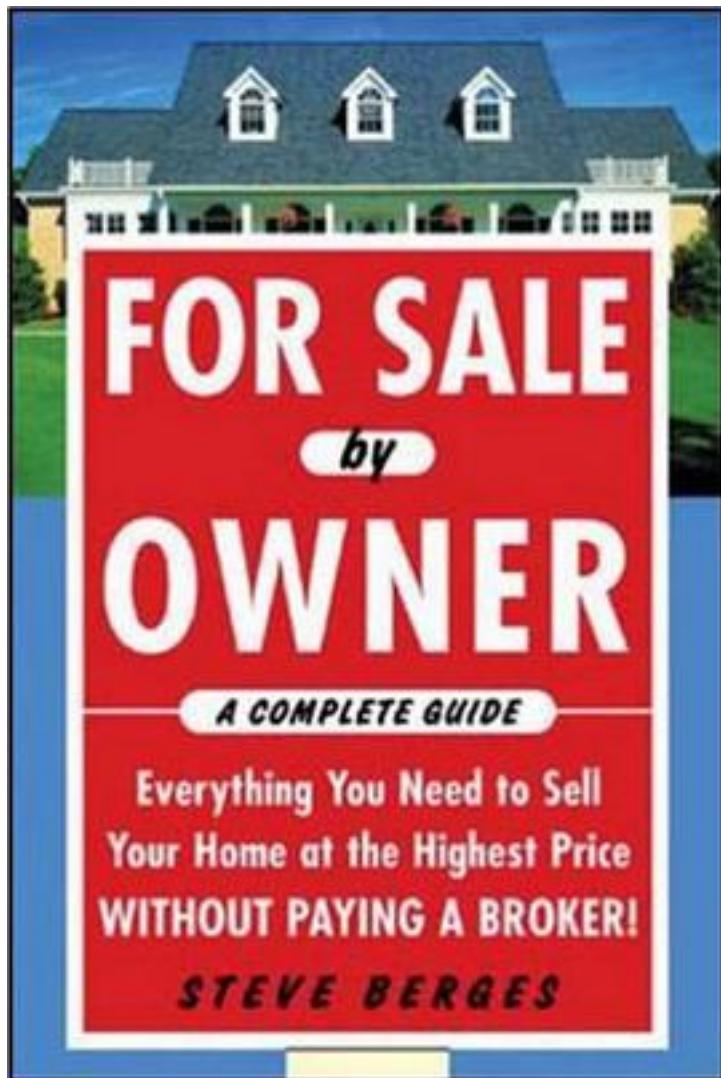


For Sale by Owner



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Listing your home "for sale by owner," or FSBO, can save an average of \$10,000 in real estate commissions. That's why everyone's doing it. In 2005, over 2.25 million sold their home "by owner." Online FSBO options also are accelerating: In 2003, an astonishing 840,000 FSBOs used online listing services. And that rate is accelerating. For years, the "For Sale By Owner Kit" has been a must-have resource, filled with essential checklists, sales forms, and sample ads designed to simplify the entire home selling process. Now fully updated, this sixth edition includes tips on: * "Staging" a home to maximize its appeal. * Pricing a home for quick sale. * Managing all the necessary, but complicated, paperwork. * Writing an air-tight, carefully worded sales agreement. * Hiring fee-for-service agents. Several entirely new chapters discuss handling disclosures and inspections fairly and honestly; getting full-service agents to work with you; and, most important, a detailed discussion on online home listings.

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