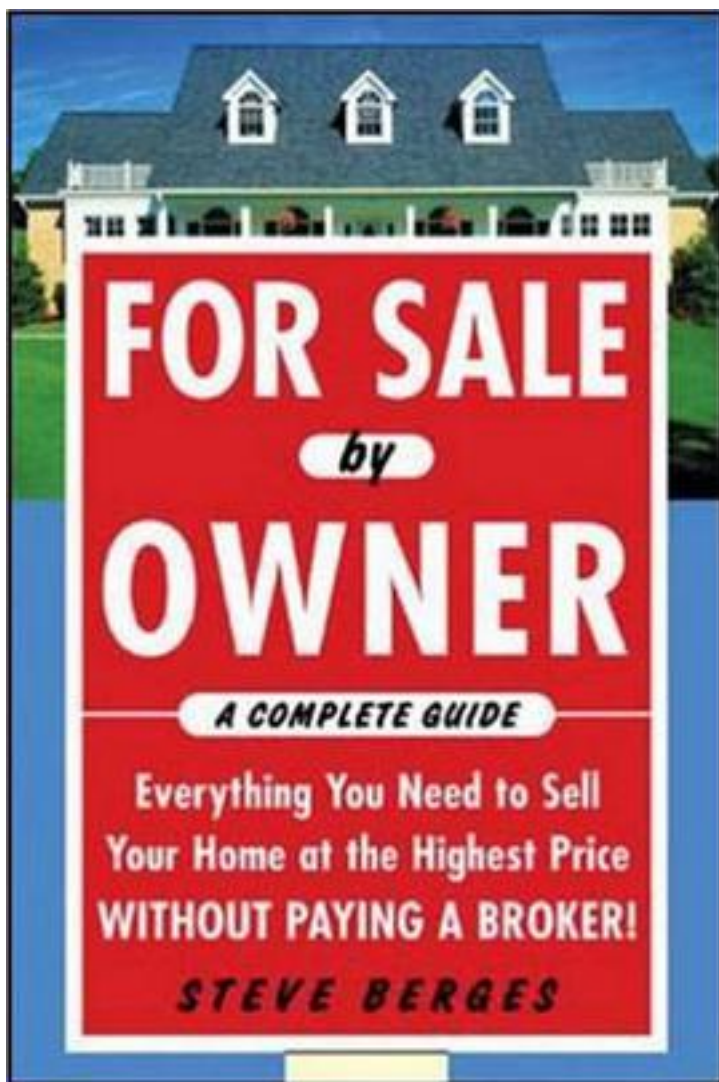


# For Sale by Owner



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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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