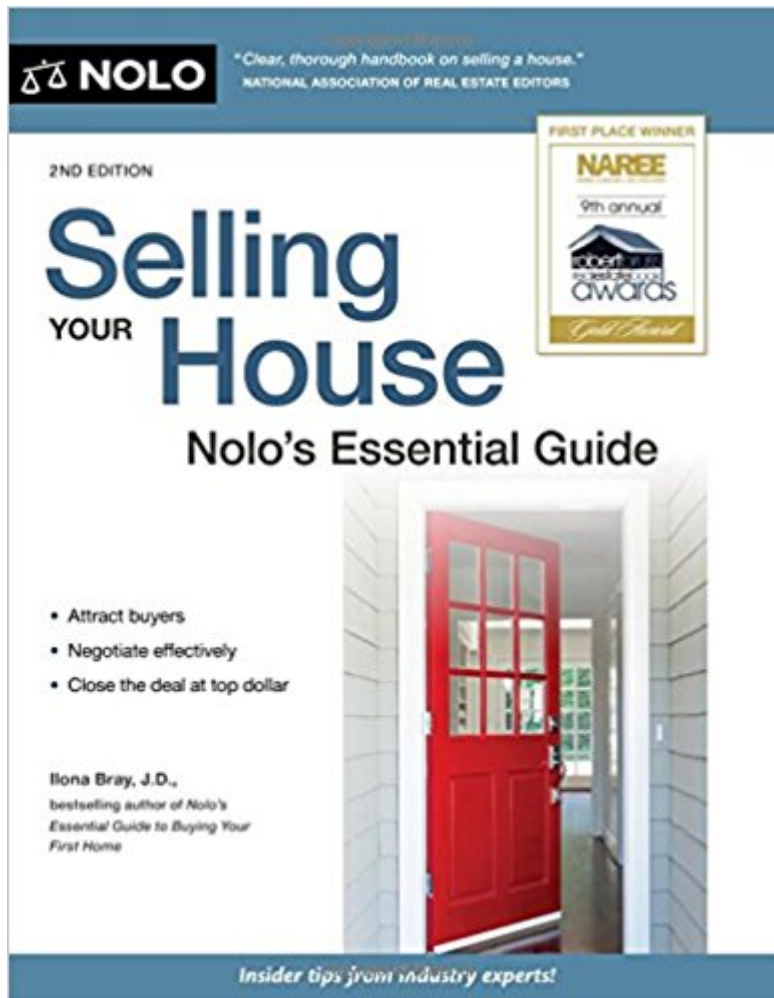




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# Selling Your House: Nolo's Essential Guide



## Synopsis

Whether your local real estate market is super-heated or still making a comeback, there are steps you can take to reach the right buyers, pick the best offer, and ultimately get top dollar for your home. *Selling Your House: Nolo's Essential Guide* will take you through the process from start to finish. And, you'll learn how to do it all in the shortest possible time. Real estate expert and best-selling author Ilona Bray will give you the inside scoop on: getting to know your local market setting a price that will attract buyers finding the right real estate agent for you determining which repairs and upgrades pay off making legally required disclosures to buyers selling the house without an agent (FSBO) evaluating offers negotiating over repairs and contingencies, and closing successfully. *Selling Your House: Nolo's Essential Guide* provides tips from industry pros—including real estate agents, attorneys, home stagers, and more—as well as stories from home sellers describing strategies that worked for them and mistakes to avoid.

## Book Information

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## Customer Reviews

"Author Ilona Bray won the first place Gold Award in the Robert Bruss competition for her book: *Selling Your House: Nolo's Essential Guide*, published by Nolo. The awards recognize excellence in books published in 2015 covering the broad field of real estate. NAREE's (National Association of Real Estate Editors) judges commented that Bray's book is a clear, thorough handbook on selling a house and judges noted the helpful tips served as a good preparation for those who may not have been in the market for a while." "With the help of real estate agents and

home sellers who contributed stories and tips, Bray presents the big picture: key steps for selling your home. She recommends reviewing these steps before diving into the process of learning what to expect and seeing how the different pieces fit together. The book covers getting your property ready for sale, selecting a real estate agent, lawyer, and accountant, learning about disclosure laws, marketing tools, and your house sale contract, among other things." Eithne O'Leyne, Editor, ProtoView"Another helpful offering from a company goes out of its way to provide timely material.â • Tom Kelly, nationally syndicated columnist and author."Nolo's "Selling Your House" is a good way to dip your feet in the housing market without getting wet.Midwest Book Review, Peggy Tibbetts, Reviewer (Eithne O'Leyne)

Noloâ™s trademark styleâ •clear and concise language, helpful examples, and in-depth practical and legal guidanceâ •are all found in this book to help owners navigate their home sale. Readers will learn what to do even before hiring a real estate agent, then how to be a savvy team player when it comes to market research, pricing, making required disclosures, negotiating, and closing the sale. The tips in this book will help avoid last-minute frustration and drama, and lead to a sale that wonâ™t have the buyerâ™s lawyer calling within a few years.

Good down to earth that covers all the essentials of selling your house.

Good book. Lots of useful information. Not surprising for a book from Nolo.

Great book, lots of info, shared it with friends.

I worked in law for many years and some of the information I already knew, but there were many points I had not really thought through from a seller's perspective. I've relied on other Nolo books before and this one meets the expectations I have for as much solid legal advice as I can get without paying a lawyer's fees.

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