

No Real Estate Broker Needed; "Things to Do Before You Sell Your House - 100+ Tips"



by Terry D. Clark

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Now for the **DISCLAIMER AND/OR LEGAL NOTICES:**

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Introduction

So-- you'd like to offer your house for sell? Great! Everyone's doing it. But this is your first-time ever and you'll be doing the sale on your own. Are you Nervous? Of course you are!

The reality is, it's only daunting because you haven't got a clue about the characteristics of selling residence/house. It's the one resource you have where you've plunked down your lifetime savings. Now you want it all back!

That value you were gradually developing over these decades will come back to you a hundredfold because you've thought about it long enough to know that there is a handsome profit patiently waiting to be made.

Don't worry! This episode in your lifestyle doesn't need to be a drama of disasters. In this ebook guide, we've gathered important tips for you – the first time seller - all 100+ of them, actually.

And when that cash or check is placed in your hands and the last box has been put on the moving truck to make room for the new owners, it will be thrilling – more thrilling than

you've ever thought it to be.

Study these ebook guidelines. Some you already know, no question. But even with 100+ or 1001 guidelines, you'd still need professional advice – No Real Estate Broker needed –but you'll still need your attorney (or notary) and your accountant (CPA).

You need to seek advice from with other professionals as well – like the professional house examiner/inspector who can plate out valuable advice about maintenance and repairing.

These guidelines can help you map out a selling plan of your house, and when you turn the deadbolt lock for the last time, you'll come out of the experience wiser. And yes, wealthy, too.

The self confidence you obtain by getting your foot wet the first time could – who knows? – make you want to do it the second time around, and then a third time...and more!



How would you like to make some extra

CA\$H? Become a 'Bird Dog'...What's a Bird Dog? Check out our Free video to get the full details today. Go to:
<http://tinyurl.com/ogjde3y>

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Section 1: Information is Power

Tip 1: Before anything else, get a giant dose of knowledge.

If you've made the decision to dispense with a residence real estate broker to stoo paying those absurd income commissions, then start thinking like one.

How? Three to six months before your focus on selling, muscle-up on house promoting/selling techniques. If you have buddies or colleagues who've worked or working in the real estate industry, talk to them, but don't tell them you're considering putting your house on the market-- so they won't try to persuade you to do otherwise.

Ask them about errors they've made or errors that their close relatives made or close buddies. Research the whole scenery. Individual encounters are always an outstanding resource of

knowledge and strategies.

Tip 2: Learn to Listen, and be a GOOD one

Hold informal discussions with at least 3 or 4 residence real estate agents who work in the place where your house is situated. Be attentive to what they say about the area. It's beneficial to know how much your regional/community area is valued at so-to-speak.

While regional/community is the prevalent argument in real estate, this concept may not always apply. Perhaps the area is the least of your potential buyer's problems. Don't ignore the fact that customers/buyers have common and uncommon factors for purchasing a house. Many have hopped into the world of investment property.

While most individuals buy houses so they can reside in it, there are those who like to play the market and want to make a killing. Sell your house with a balanced view or open mind so-to-speak. Don't let the factor of location discourage you, or encourage you too much.

Tip 3: Primary rule: don't get closed out of the market because you've overcharged your house

Continue developing building blocks of knowledge: Make it a daily addiction of studying residence real state ads everyday. Get the average cost value of a house similar to yours.

If you have some extra time on your hands, you may even want to

drive around these real estate houses that are for sell and evaluate for yourself whether or not the cost they're asking is validated.

Some property owners have dreams as to what their houses cost. Is the cost they ask affordable, or way out of proportion to the looks and place of the property?

Tip 4: What are the ads saying

Get a real feel of how residence real estate ads are written.

- **What are the key terms and phrases?**
- **What ads captured your attention?**
- **Why?**
- **Does the ad sounds reputable?**
- **Does the ad offer sufficient information to provoke**

interest, or does it keep people indifferent? Use these ads as a foundation for your own.

Tip 5: Play detective

Do a bit of investigator work: try to keep a record of actual real estate ads that appear only a short time (house could have been marketed and sold a few weeks later) and ads that seem to be in the news paper for months (why can't the marketer sell? What's preventing him or her from selling?) This is where terminology might clue you into the

reasons.

Tip 6: Study and take-in all that you can

Build up some more on knowing all you can about selling homes by visiting your regional library, and surfing the web, how to sell home guides and magazines about real state in common (and promoting/selling houses in particular).

Be on the look-out for individuals who've published about their personal encounters in selling their houses. Being well informed is still your best tool.

Tip 7: FYI -- my house is really worth

Set genuine goals: if houses like yours in your community are asking for \$250,000.00, don't think you could make a lot more just because you have -- for example a basketball court in the backyard and your neighbor doesn't.

Deviating too much from the traditional can work against you. Don't prevent customers/buyers from contacting you because your price is way too much for that community area.

Tip 8: The real estate game isn't a joke - Take it seriously

Bear in mind that the "no risk, no gain" viewpoint may not always work in residence real estate. Residence real estate is a brilliant,

serious business. It's better to have a strong mind than guts! Nourish your brain with information you will need when you finally do sell your house. Real estate information is not a scarcity. There are a large number of websites devoted to residence real estate. And the library keeps a massive amount of information regarding the topic.

Tip 9: Get only what you need -- just enough to get you started

Too much research results in paralysis. Arm yourself with adequate knowledge and then get moving! Don't let fear or over-confidence immobilize you. If you want to sell your house effectively, fear has no place in the grand scheme of things, nor does cockiness.

Category 2: Know thy regional Area/Community

Tip 10: Outstanding schools? But of course!

Think about what's unique about your neighborhood, then conjure up an ad that might entice say, a younger couple with school-age kids. Search for how many private and public schools there are, and how near are they to your house.

Majority of times, good educational institutions are the deal clinchers. For young families, educational institutions are at the top of the list. If the educational institutions in your community have won prizes/awards of sorts -- for example, from the private and public sector, or if you heard about any success, mention them to your

customers/buyer.

Tip 11: It's the health and fitness factor, you know

Do an stock of your community's perks. For example, how many parks, golf courts are there etc? Is there a YMCA? All these facilities play a big part in the decision making when time to buy, especially if one the spouses is a health and fitness nut.

Tip 12: And what about events and that kind of thing

Don't ignore the fun-time factor: how many restaurants and cinemas does your neighborhood community have? What about concert event locations and other social activities? Young couples, especially those with no kids, like to dine out often.

They also want the guarantee that if they don't feel like entertaining buddies for supper at the house, they can go for a concert or a movie to get a much needed soothing weekend. A very cultural neighborhood loaded with actions is a huge aspect, not only for them, but also for their kids.

Tip 13: Will I fit in the neighborhood

The cultural factor: if your neighborhood has a powerful multi-cultural presence, this might be an fascination for newly arrived immigrants in search for of a home. The sensation of seeking to feel "at home" is a powerful inspiration. You may think it a trivial issue, but customers/buyers do ask if there's a sushi restaurant near by, or if

there are any Judaism Synagogues close by.

Are there conference locations where associates of ethnic communities can associate and discuss opinions, delicacies and stores about “back home”?

Tip 14: Is there a physician in the house

Does your neighborhood have an outstanding hospital? What makes that hospital a plus factor? family members that have ageing in-laws in town would like to know if they can get healthcare help immediately in situation of an emergency.

Also, if your community healthcare center is known for a particular specialization --make sure you let your customers/buyers know.

Tip 15: How is the transit system

How far are the significant roadways from your house? Where is the next biggest city? How update is your area’s public transit system? Vicinity to a train place is typically seen by many as a advantage because downtown parking is costly. This comprises an excellent advantage also for teenaged kids who attend (high school, college) downtown.

Tip 16: No gossip-mongers allowed

Are you on good terms with your neighbors? If you’re selling a

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