

File Created by [Blogging Rebirth](#) WP Plugin

Homes For Sale By Owner - Helpful Advice

Homes for sale by owner? Indeed. Here are some tips to make it easier on yourself as a home owner who wants to sell your property without a real estate agent.

While the highest percentage of homes are sold through real estate agents, if your home is so desirable to buyers, why not just sell it yourself and you keep the commission - or at the least split it with the lucky buyer so that you both benefit? You benefit with more cash in your pocket after it's all over and the buyer gets to move into your home at a lower price. That's win / win.

So the question becomes - why not sell your house yourself, and if it so easy then why is it not even more popular?

The simple answers to the questions are that it is not as easy as you might think to sell your house on your own. For many people the whole idea is daunting and altogether too big so it's a task they will gladly pay someone else to do.

WHEN IS THE BEST TIME TO SELL YOUR HOME

In order to sell your house promptly there are a number of planning and marketing steps. So let's talk about getting prepared to sell your house. Timing is one thing.

Although some people are house shopping throughout the year, often buying is fueled at peak times.

A primary market for houses is families. Kids have to attend school. Usually parents don't want to disrupt their children's school year or have to drive the kids back and forth across town to the old school for a portion of the year.

That's why the two big times for home sales are spring and fall as the school year ends and before the fall start of the next school year. Many of the other homes that are bought and sold are flow-on from the initial sales of the owners of this first group. So the major home sales time of the year is more restricted than you might think.

You can add to that climate concerns for the evaluation of foundations and yards, and then there is the fact that many people do not want to move at certain times of the year (for example, the Christmas season) and you will come to the conclusion that adequate preparation of your home for sale for those peak time periods is essential for a fast sale and good sale price.

[Homes For Sale By Owner](#)

PRICING YOUR HOME

First of all you have to price your home properly and competitively.

One of main problems of private sales is a lack of realism on the part of private home sellers. It's not hard to understand why. It's human nature. It's not that the private home seller intends to be unrealistic.

Typically a home owner thinks their property is in great condition and of course it's in a attractive location and yes, it has a better layout or some lovely features that other homes don't have, so they hike the hoped-for price up to an unrealistic level that is out of harmony with the real market.

The simple solution to this problem is to have your house professionally appraised by a home appraiser. If you are still not sure you can always pay for another valuation. Either way you will be still far ahead of the game.

Some folks have used actual real estate published data, information from their local city, or even asked realtors for their input and expertise as well.

PRESENT YOUR HOME JUST LIKE A PROFESSIONAL SELLER WOULD

Act as if you were a professional real estate agent selling your home. Make it the most presentable you can.

First impressions are everything. Get rid of a lot of the personal clutter that homes are typically filled with. Clean the house thoroughly. Mow the lawns and cut the edges and tidy the front and back yards up to be their best. Complete those minor repairs around the house that you have been meaning to do.

ADVERTISE YOUR HOME ON THE INTERNET

When making major purchases these days, such as buying a home, most people use the Internet. So be sure that your home is listed on the internet with a nice snapshot and complete correct details. The worldwide web is a great way to make sure that it is extensively known that your "home for sale by owner" is available.

[Home Sale By Owners](#)

BE AVAILABLE AND RESPOND TO PROSPECTIVE BUYERS QUICKLY

Ensure that the phone number or email is correct and is answered promptly. If you and your spouse work most of the day, either have an answering machine, a cell phone or both. Accessibility on the spot is most important.

Be prepared to show your home promptly within a reasonable time frame and at times of day that is convenient for your prospective purchasers.

HAVE THE LEGAL PAPERWORK READY

Be sure that you have the legal paperwork available to close the home sale promptly. This involves having at least two copies of the sales contract available. One for your records, the other for the purchaser.

[Dropshippers Wholesale](#)

You can also find this article published on [single file page on filorama.com](#), and on the tag pages [For Sale By Owners](#), [FSBO](#), [Home Sale By Owners](#), [Homes For Sale By Owner](#), [Sale By Private Owners](#).