



Home Selling Summary Booklet

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presented by:
<http://www.SayHomeSell.com>

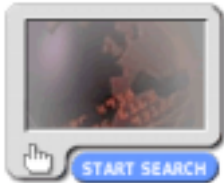


SUMMARY HOME SELLING INFORMATION

How to Sell Your Home: with an Agent or FSBO

Going the agent route —

by utilizing the services of a real estate agent or broker to sell your home.



[SayHomeSell.com](http://www.SayHomeSell.com)

pros:

The agent or broker will handle all of the work and selling issues for you. They will screen buyers, market your home through their agent network, show the house and negotiate with the buyers on your behalf.

cons:

It costs money for their services — real estate commissions can average between 5-8% of the home selling price. If the agent sells your home for \$150,000, their commissions can range anywhere from \$9,000-\$12,000.

Going the For Sale By Owner (FSBO) route —

by selling your home on your own without using an agent or broker:

pros:

Cost savings — anywhere from 5-8% of your total selling price. In addition, you control the selling process without contractual obligations.

cons:

Time, commitment and your possible lack of experience and real estate networking — do you have the experience to show the house, screen buyers, and negotiate the contract?

Going the FSBO route means finding buyers for your home. Agents belong to a network of real estate brokers who represent buyers and sellers. You will need to tap into that network to reach the majority of buyers.

analyze which way is best: <http://www.SayHomeBuy.com/fsbo-agent.html>

Find and Compare Real Estate Agents

Complete this short intake form to find and compare real estate agents for your home selling needs

search agents: <http://www.SayHomeBuy.com/agent-sell.html>

Working with FSBO

Get complete supplies and services to sell your home by owner.

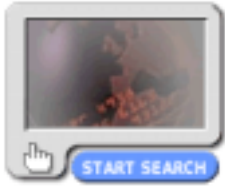
get information: <http://www.SayHomeBuy.com/fsbo-services.html>

SUMMARY HOME SELLING STEPS

STEP 1: Analyze Your Reason to Sell

Reasons Why Homeowners Sell: 1) making a career or change-of-life move; 2) moving up or down the housing scale; 3) moving to a better location; 4) other. Understand the alternatives you might have to selling.

<http://www.SayHomeSell.com/step1.html>



[SayHomeSell.com](http://www.SayHomeSell.com)

STEP 2: Selecting Your Selling Method

Which Way: Agent or FSBO? understand your markets before deciding how best to sell your home. Some markets favor one method over another. Get information related to both methods.

<http://www.SayHomeSell.com/step2.html>

STEP 3: Getting the Home Ready to Sell

Time to Clean Up: before you place your house on the market, you should go through each room (and your yard/lot) to make your home picture perfect. The house must look clean, smell clean, and be clean. And most important, it must look neat and tidy — from inside closets to shelving in the garage.

<http://www.SayHomeSell.com/step3.html>

STEP 4: Showing Your Home

The Knock Knock at the Door: that is an inviting sound. But learn what you need to do to prepare for that knock and how best to prepare for the showing.

<http://www.SayHomeSell.com/step4.html>

STEP 5: Contract Negotiations

When the Offer Comes In: you will likely need the services of a real estate lawyer to protect your transfer interests. This person will represent you in the sale and transfer of your home to the buyer. Understand your obligations.

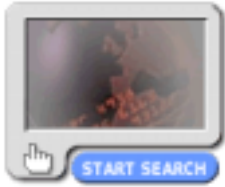
<http://www.SayHomeSell.com/step5.html>

STEP 6: Home Closing and Settlement

What's needed to close: summary guide on home inspection, closing, closing cost estimates, going to settlement, taking possession, and seller rights.

<http://www.SayHomeSell.com/step6.html>

GETTING YOUR HOME READY TO SELL



[SayHomeSell.com](http://www.SayHomeSell.com)

TIP 1: What to Do For the Kitchen

Clean the counter tops:

remove everything except for a potted plant on the large counter. Scrub the counters and cabinet faces to remove grime and stains.

Straighten the cupboards:

make sure dishes and pans are stacked nicely and in order of size. Clear out some of the items to give your cupboards more room. Lay a fresh sheet of cupboard paper.

Stove and Refrigerator:

clean, clean, clean. Scrub the stove top, clean the nooks and crannies, pull out all appliances and clean behind. Make sure the walls next to stove have been cleaned of cooking grease and stains.

TIP 2: What to Do For the Bathroom

Bleach the tub, shower stall, basins and toilets:

remove any apparent stains, especially molds and mildews in tile grout and drains.

Clean the mirror. Scrub the floor. Hang fresh towels:

clear the counter except for soap dispensers / dishes. Remove all personal medications and other hygienic products from the shelves/cupboards. Your buyer will certainly look into these storage spaces.

If you have a glass shower door and walls, remove glass water stains and grime. Make the glass appear like new.

TIP 3: What to Do For the Bedrooms

Clean away everything from behind and under the bed:

remove clutter from bedroom dressers and night stands. Recycle old magazines or arrange them nicely in a magazine rack.

Make the bed:

put on clean sheets and bed spreads. Use decorative pillows sparingly.

Make a special effort to straighten out the closets:

this is one area the buyers will definitely view.

OTHER TIPS:

Link to: <http://www.SayHomeSell.com/home-ready.html>

FINANCING YOUR NEXT HOME

How to Finance Your Next Home

Once you sell your home, connect to our mortgage lending site to purchase your new home at: <http://www.PickMyMortgage.com/>



[PickMyMortgage.com](http://www.PickMyMortgage.com)

This center provides all the resource information you need to select your mortgage product and negotiate the best lending terms.

view rates

view our mortgage 12-step plan

start your application online

TYPE MORTGAGE LOANS	
Fixed Rate	fixed rate loans at 30Yr-15Yr
ARMs	annual adjustable rate loans
Hybrids	combination Fixed and ARMs
Interest-Only	interest only for low payments
103%-107%	borrow above value for closing
Govt. Sponsored	VA, FHA, RHE loans
Jumbos	for big-ticket purchases
All Other Types	balloons, RIMs, other

View types: <http://www.PickMyMortgage.com>

OTHER QUICK LINKS

HOME CENTER LINKS		NOTES
<input type="checkbox"/>	Home Buying Guide http://www.SayHomeBuy.com	
<input type="checkbox"/>	Home Building Guide http://www.SayBuild.com	
<input type="checkbox"/>	Home Selling Guide http://www.SayHomeSell.com	
<input type="checkbox"/>	Moving Into Your Home http://www.SayRelocate.com	
<input type="checkbox"/>	Remodeling Your Home http://www.LetsRenovate.com	
<input type="checkbox"/>	Making Some Home Improvements http://www.SayImprove.com	

DEBT / CREDIT MANAGEMENT GUIDE		NOTES
<input type="checkbox"/>	Building and Sustaining Your Credit http://www.SayGoodCredit.com	
<input type="checkbox"/>	Career Management http://www.SayMyCareer.com	
<input type="checkbox"/>	Lowering Your Bills http://www.SayLowerBills.com	

OTHER LINKS OF INTEREST		NOTES
<input type="checkbox"/>	Financing Home Purchase http://www.PickMyMortgage.com	
<input type="checkbox"/>	College Planning Center http://www.OfftoCollege.com	
<input type="checkbox"/>	Student Financial Aid Tips http://www.SayStudent.com	
<input type="checkbox"/>	Smart Consumer Financial Guides http://www.SayLending.com	
<input type="checkbox"/>	View What's New in Rebate Credit Cards http://www.SayCards.com	