

HOME SELLING

I'm thinking about selling my home FSBO. What are some good home selling tips to keep in mind?

Some top suggestions are:

Marketing is your key. In order to sell your home, you have to get it out there so people know it's for sale. Put an ad in the paper, online, and make flyers. Make sure all the upkeep is taken care of on the home, and clutter free. You also might want to consider spending a little money on improvements if necessary.

For sale by owner is a popular way to go as; homeowners will save the commission money. If you go this way make sure your home is in tip top shape inside and out. Also replace furniture if they are "Very USED" with rented furniture until the house sells. You should also make everyone knows that you are flexible with financing.

Ron's notes: It is proven that hiring a real estate professional will save the home owner money, time, and aggregation!

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I would like to try to sell my home myself before contacting a real estate agent. Are there any home selling tips available online?

Ron's notes: You are at one of the best location now . . . Ron has placed many useful tips and suggestions to get real estate sold! Check out: **90+ Ways to Help Sell your Home** in: Helpful Information in "Helpful INFO for Sellers."

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Is it better to sell my home with a realtor or on my own?

You can save paying a percentage of the sale price of your home if you do not use a realtor, but you will also have to do all the work yourself as in showing your home, qualifying buyers and other important things a realtor would handle for you. The important thing to ask yourself is do you have the time and knowledge to handle selling yourself in order to save the realtor fee.

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Selling A Home Through Real Estate Agents

A homeowner who wants to sell his or her home should hire the services of a local real estate agent or broker. Selling a home by owner is challenging because homeowners simply do not have enough time to deal with the process.

A real estate agent will list a home for sale on MLS, Multiple Listings Service. This is a national database that features millions of homes that are on the real estate market. The agent will advertise the home properly to increase the chances of selling the home. The first step is to take professional quality photographs and videos and to insert them into the MLS listing. Then, all of the necessary information about the home must be filled out in the MLS listing.

The MLS listing is usually set up on the real estate agent's website or the local agency's website for which the agent works for. Anyone in the country with internet access can view the MLS listing. An interested client will then contact the agent and ask further questions about the home. Then, the agent can schedule a showing appointment to show the clients the interior and exterior of the house. Before a showing, both real estate agents will check the potential buyers' credit history and personal income to determine if they can afford the home.

The great thing about selling a home through MLS is that the listing agent does not have to do anything after posting the listing. Usually, another real estate agent will show that listing if it matches the criteria of clients that are interested in buying a home in the local area. The selling real estate agent only has to wait for phone calls from a buying agent and schedule showings.

When a home is sold, a commission has to be paid to both real estate agents involved in the process. Depending on the state and personal preferences, the buyer may have to pay the full commission amount to both agents. In other situations, the seller will have to pay half of the commission fee. The commission is usually based on a percentage rate from the final sale price of the home.

The closing costs are some other major expenses involved in the process of a home sale. However, the owner usually pays a small portion of these costs because the buyer will cover most of them. In the end, the seller will still have to pay a real estate lawyer for the proper documentation such as title transfers.

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What is a good home selling team?

A good home selling team is a team of Real estate practitioners working together to maximize exposing real estate to thousands of real estate brokers & agents! Listing Brokers and Agents should maximize traffic flow with properly preparing a properties presentation and effectively pricing the property to the current market. This reduces stress for it earns faster. If you have a plan to develop a good home selling team rather than selling alone, it is far more a good a choice. A seller should know the absorption rate to determine the best price for their home.

Ron has many useful tips on www.RonSellsAlabama.Com for sellers, he offers "**20 Tips to Help Sell Your Home Quickly.**" This is located under 'Helpful Information' #3. While you are there . . . check the other useful tips!

I would appreciate hearing from you and allow me to prove, using me as your real estate practitioner; you'll save money & time!

Call or email me to set a time that's convenient for us to sit down and discuss the best way to obtain traffic flow into your home and maximize the exposure of your homes features and amenities.

Ron

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