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Titolo	Selling your house: Nolo's essential guide
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Sommario/riassunto	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. <i>Selling Your House: Nolo's Essential Guide</i> 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.
