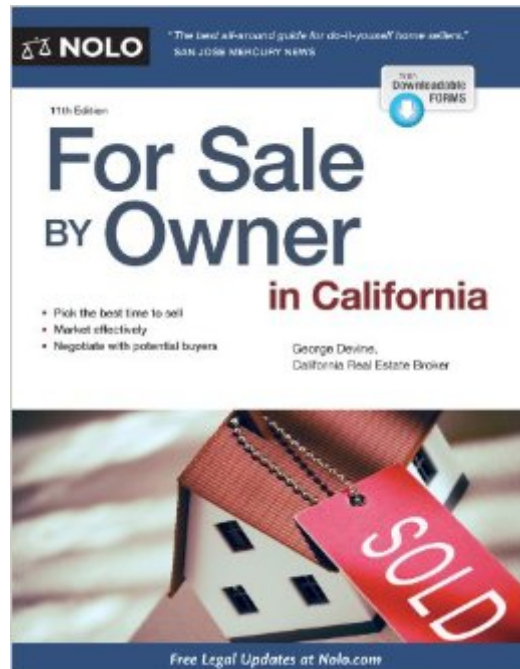


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# For Sale By Owner In California



## Synopsis

Sell your California home yourself and save big! Using a broker to sell your home can cost you up to six percent of the selling price -- in other words, if you sell your house for \$400,000, you can spend up to \$24,000. But you'll save that money if you sell the house yourself, and it's not hard to do! Thoroughly revised and scrupulously researched, *For Sale by Owner in California* takes you step by step through the entire selling process, from putting your house on the market to transferring the title. Find out how to: - select the best time to sell - prepare your house for sale - price and market your home - coordinate the sale of one house with the purchase of another - screen buyers for financial feasibility - make required disclosures - work with or without real estate agents - attract potential buyers with creative financing - handle multiple offers - write and negotiate a contract - complete the escrow process This edition of *For Sale by Owner in California* reflects the most recent changes in the housing market and laws, and now includes additional discussion of the importance of pricing a house to sell and performing a thorough vetting of potential buyers financial resources. It also provides all the forms and instructions you need, including: - disclosure forms required by law - offer and counteroffer - sales contract - contingency releases - deeds - second mortgage note - and more Not a resident of the Golden State? Check out the Nolo books *Selling Your House in a Tough Market* and *Nolo's Essential Guide to Buying Your First Home* for real estate help in your state.

## Book Information

File Size: 3730 KB

Print Length: 244 pages

Publisher: NOLO; 11 edition (January 10, 2014)

Publication Date: January 31, 2014

Sold by:Â Digital Services LLC

Language: English

ASIN: B00I3R8Y6Y

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Not Enabled

Best Sellers Rank: #183,149 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #8 inÂ Kindle

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## **Customer Reviews**

I agree with some of the reviewers of the previous edition of this book: it is a bit thin. The book enlightened me in some ways, but left me wondering on some details. The author spends a fair number of pages on how to price, prepare, and show your house and on how to deal with real estate agents. This content seems more suited to a general book on home selling, not necessarily FSBO. I found the first six chapters to be marginally informative. The best chapters are the ones which describe necessary disclosures, the offer/contract, counter-offers, and escrow. But even these chapters leave me with quite a few questions. I would be nervous about proceeding solely based on the information contained in this book.

Exactly what I needed. I own a house in Roseville, California. The supply for homes is low (for the price range most can afford), therefore demand is high. I'm barely above water on the mortgage. I've been renting out the home for 5 years, but since the market is in my favor, and interest rates are low, I want to sell. I didn't purchase the house with the intention of renting it out. I got married and moved in with my husband. I can probably afford to pay commission to an agent representing clients, but I can't afford one for myself, hence the reason for taking the FSBO route. The book addresses all the critical items I need. The house is empty and looks beautiful. The renters were good people, and have moved out. I just posted on Craigslist, and plan to have an open house this weekend. The book helps with outlining all the things you need, providing useful tips and preparing the reader with how to handle potential buyers. There's a lot on the web, but the book is pretty thorough. It's an easy read. If you are in a seller's market, not in a hurry to sell, and the house is empty, which is the case for me, the book is great in addressing my needs.

I just sold a house using this book and saved about \$30,000 in commission by selling it myself. I was fortunate enough to find a buyer who was ok with not using an agent, so we both represented ourselves. There is a lot of advice cautioning you to be extremely careful when selling your house from a legal perspective, but in reality it isn't too complicated for most people to understand. This book lets you know what you are required to disclose to potential buyers, timelines, standard closing fees, etc. which helped me out greatly. If one wants additional information they can look online or

get another book. If it isn't worth your time to learn about the process of selling your own house, you probably don't need to buy or read this book. But say a person makes \$60,000 a year, it would take 6 months of your full time work to justify not at least attempting to go this route if you save \$30,000. As for me, it took maybe a couple of hours to read this book, 10 more hours to research online and put ads up. I also learned a tremendous amount about the real estate field in particular, which some people would pay good money for. In some respects it was actually easier to sell my house without an agent, since I spoke directly with the buyer, and did not have to go to my agent, who would call their agent, who would finally contact the buyer to just get a simple message across.

Book is an easy read and logically laid out. Seems to cover the entire process in sufficient detail, including necessary forms via the web. As I go into a FSBO, I am confident all legal angles will be completed correctly. Update. Sold home with no documentation issues. Buyer did not have a real estate agent. Title company pleased in all respects with documentation generated as laid out in this book. Absolutely saved in excess of \$24K by NOT using real estate agents.

I bought for Sale By Owner in California when my parents sold their home to a neighbor, without a realtor. I would have to agree with some of the other reviewers that this book is a bit less than what I expected of Nolo Press. I bought the book primarily for the forms, which I did use. They were all in RTF, and there were some that were missing. Also, I found the listing of what is typically paid for by buyer and seller to not be accurate. Many of the things listed that the buyer should pay for are not happening in Northern California. That said, the process information was helpful. The house hasn't closed yet, but hopefully things will go smoothly.

Have read several books on this topic, this may be the best. Not as easy as it sounds, and lots of work. However the money saved can buy a decent new car. Other books in this area also were of some value but it was spread too thin with a few good parts in most books. Overall this is the winner, if you read any of these read this, then scan the others.

Nolo books are a godsend. I have used them to learn about situations with renters. Already recommended it to my buyers, and we're all using it!

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