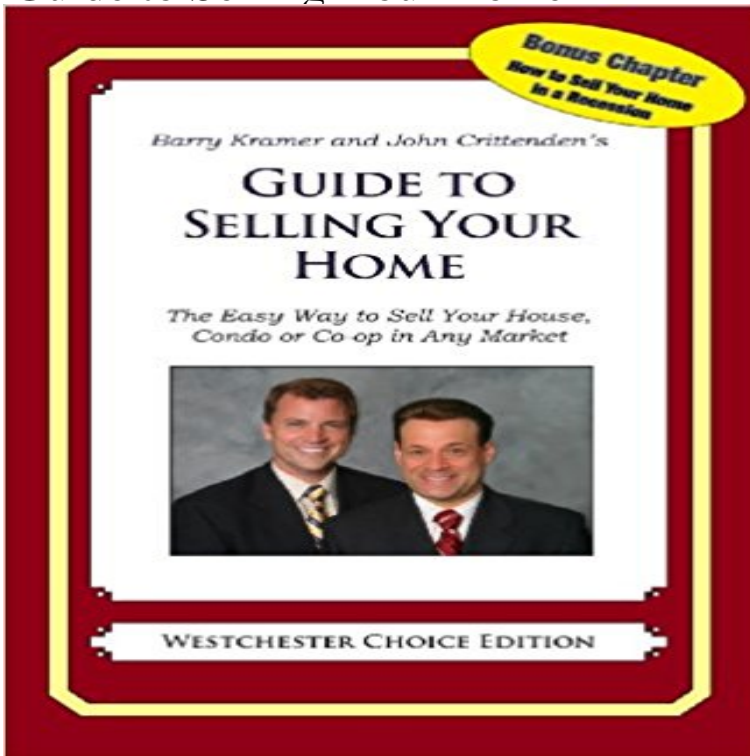


Guide to Selling Your Home



The Guide to Selling Your Home is an easy-to-follow book that will take you through every stage of selling your home—from deciding whether to sell it yourself—to picking a Realtor if you choose that route. Designed for complete novices, the book will help you get the highest possible price for your home by revealing the tricks and strategies used by the pros, and tell you what to expect at every stage of the process. It will reduce your stress levels by helping you get your house, condo or co-op on and off the market in the shortest possible time. Top agents Barry Kramer and John Crittenden (in the top 1 percent of Westchester County Realtors) help you navigate the maze. Filled with helpful tips, the book will help you: Decide if you need a Realtor. Sell your home in a recession. Avoid common mistakes. Stage your home. Market your home. Show your home. Hold an Open House. Negotiate an offer. Close the deal. Get the most out of your Realtor (if you decide to use a Realtor). The 118-page book also has an 18-page glossary that has just about every possible real estate term you could encounter.

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