



For Sale By Owner in California

George Devine

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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.

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Shelly Rodriguez:

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Ruth Barnett:

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Eleanor Walker:

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