

How To Sell Your Home Fast While Paying Less

By: Mark Testa

These days homeowners are facing new challenges when selling their house. While home prices remain high--giving owners a potential windfall at the sale--the real estate market is cooling down in many areas.

That means you must market your home wisely while working to save on selling costs wherever possible. By paying close attention to these two factors, you can profit big in the current economic climate.

Let me first suggest that you avoid paying high commissions for a realtor. In the past, that would have meant foolishly saving a few thousands dollars while waiting months and often years for your house to sell on "For Sale By Owner" lists.

Today that is no longer true. Now, individual homeowners can have their home listed on the same Multiple Listing Service real estate companies use. Being listed in the MLS is a big and vital advantage.

Most homes sell only when a buyer's agent finds your home in the MLS. Being listed there is probably 95% of the reason most people use a realtor when selling a home.

These days you can have a home marketing service list your home on the MLS and on other major industry sites. Many of the same services realtors offer can be had for pennies on the dollar. In most cases, sellers can save anywhere from 50% to 98% of the fee they would normally be paying to a realtor.

The result? You walk away from the sale with several thousand extra dollars in your pocket. Let's say you live in Southern California and have a home valued at the average \$517,000. Your realtor would charge 6% amounting to \$31,020 or more. By saving most of that, you keep a great deal more of your money.

That means you can afford more house when you buy again. Many people put that money away for retirement or their children's education. Or, if you need to sell your house quickly or are in a sluggish market, you can afford to drop your price knowing you will be saving the realtor fee at the sale.

About The Author:

Mark Testa is founder of Seller\$Net Real Estate Co. If you live in Southern California, Mark's firm can list your home on the MLS while helping you avoid expensive realtor fees. You can save thousands! See his site at <http://SellersNetRealEstate.com> Reach Mark at sellersnet@sellersnetrealestate.com or 800-949-2510.

Article Source: www.isnare.com