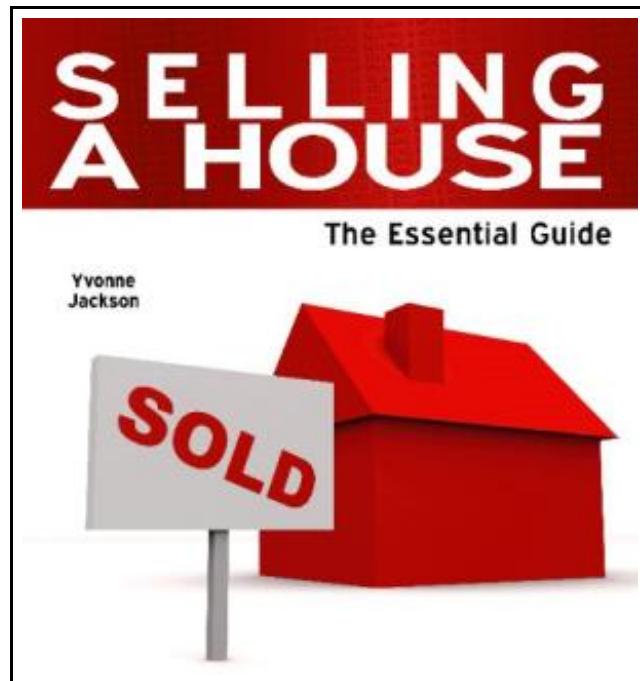


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Need2Know. Paperback. Book Condition: new. BRAND NEW, Selling a House: The Essential Guide, Yvonne Jackson, Selling a house can be complicated, sometimes takes a long time, and mistakes can be costly. The process can be stressful and full of delays, and is rarely undertaken without help from a whole raft of experts who earn their living on the back of home buyers and sellers. Not surprisingly, someone selling a house for the first time can feel bewildered and overwhelmed. If you have never sold a house before, this book can be your guide, and is packed with helpful advice to make the process of selling easier. On the other hand, if you have sold a house before, but been dissatisfied with the process or the outcome, this book is also for you. You will already have experienced part of the learning curve, but every property sale is unique and it can take several sales before you feel that you qualify as an experienced seller. This easy-to-read guide will steer you through the whole process, right from the initial decision to sell, to the completion of the last piece of paperwork. It will look at what you can do before you put your property on the market to attract buyers and maximise the price. The various methods by which a property can be sold will be discussed, along with the paperwork and costs you may encounter. The agencies and individuals you will need to work with as you market your house will be examined, and guidance given on viewings and negotiations. With this help you will be able to approach the sale of your house with increased knowledge and confidence, and reduced stress and worry.

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