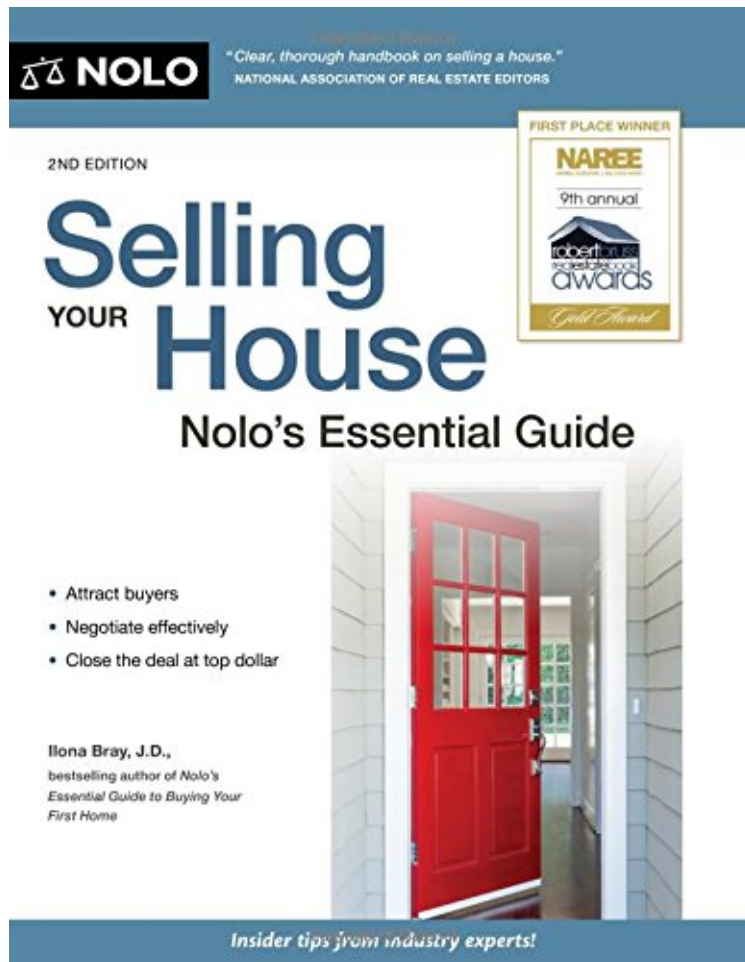


(Download) Selling Your House: Nolo's Essential Guide

## Selling Your House: Nolo's Essential Guide

*Ilona Bray J.D.*

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Whether your local real estate market is super-heated or still making a comeback, there are steps you can take to reach the right buyers, pick the best offer, and ultimately get top dollar for your home. Selling Your House: Nolos Essential Guide will take you through the process from start to finish. And, youll learn how to do it all in the shortest possible

time. Real estate expert and best-selling author Ilona Bray will give you the inside scoop on: getting to know your local market setting a price that will attract buyers finding the right real estate agent for you determining which repairs and upgrades pay off making legally required disclosures to buyers selling the house without an agent (FSBO) evaluating offers negotiating over repairs and contingencies, and closing successfully. *Selling Your House: Nolo's Essential Guide* provides tips from industry pros including real estate agents, attorneys, home stagers, and more as well as stories from home sellers describing strategies that worked for them and mistakes to avoid.

"Author Ilona Bray won the first place Gold Award in the Robert Bruss competition for her book: *Selling Your House: Nolo's Essential Guide*, published by Nolo. The awards recognize excellence in books published in 2015 covering the broad field of real estate. NAREEs (National Association of Real Estate Editors) judges commented that Bray's book is a clear, thorough handbook on selling a house and judges noted the helpful tips served as good preparation for those who may not have been in the market for a while." "With the help of real estate agents and home sellers who contributed stories and tips, Bray presents the big picture: key steps for selling your home. She recommends reviewing these steps before diving into the process of learning what to expect and seeing how the different pieces fit together. The book covers getting your property ready for sale, selecting a real estate agent, lawyer, and accountant, learning about disclosure laws, marketing tools, and your house sale contract, among other things." Eithne O'Leyne, Editor, *ProtoView* "Another helpful offering from a company goes out of its way to provide timely material. Tom Kelly, nationally syndicated columnist and author. "Nolo's *Selling Your House*" is a good way to dip your feet in the housing market without getting wet. *Midwest Book*, Peggy Tibbetts, Editor (Eithne O'Leyne) About the Author Ilona Bray, J.D. is an award-winning author and legal editor at Nolo, specializing in real estate, immigration law, workplace wellness and nonprofit fundraising. Many of her books are consistent Nolo bestsellers, among them *Effective Fundraising for Nonprofits*, *U.S. Immigration Made Easy* and *Nolo's Essential Guide to Buying Your First Home*. Her latest book is entitled *Selling Your House: Nolo's Essential Guide*. She particularly enjoys interviewing people and weaving their stories into her books. Bray's working background includes solo practice, nonprofit, and corporate stints, as well as long periods of volunteering, including an internship at Amnesty International's main legal office in London. She received her law degree and a Master's degree in East Asian (Chinese) Studies from the University of Washington School of Law and Jackson School of International Studies, and an undergraduate degree in philosophy from Bryn Mawr College. In her spare time she enjoys hiking, going to open houses, and gardening. Bray also blogs on [Nolo.com](http://Nolo.com) on topics such as nonprofit fundraising, real estate, and immigration matters. She's the winner of the 2012 "Best Blog" award from the National Association of Real Estate Editors (NAREE).