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Selling Your Home on Your Own?

By Bob Lippy

If you have Tampa Bay Florida real estate, Pinellas County real estate or Clearwater property and are looking to put your home up for sale, you have a thousand questions that you need to ask yourself. The first question you need to ask is do you need to use a real estate agent, or can you sell your home on your own?

Unless you have experience in selling homes, or have sold your own home before and know what you are getting yourself into, you should hire a professional real estate agent. The business of selling homes is quite intricate, there is a lot of legal paperwork to fill out, a lot of questions and answers that if you answer them incorrectly can cost you thousands of dollars, which is far more money than you would have `spent' on a real estate agent.

Your Clearwater Property is worth something to you, it's not just a home, it's an investment. No matter how long you have owned your Tampa Bay real estate, Pinellas County real estate or your Clearwater property, it has increased in value and has become an investment that you want to protect. By attempting to sell your property yourself, you could be losing out on your investment and cost yourself more money than you will make on the sale.

Real estate agents are licensed professionals who know how to sell property. They are skilled and knowledgeable about the ins and outs of all the intricacies that revolve around selling property, from the initial advertising to the close of the deal.

Imagine this: You decide to sell your home yourself and you put a listing in the paper. `Interested people' start calling you at all hours of the day and night telling you they would like to come and view your home. You wait all day and finally someone, who looks a little shady, comes to your door and you lead them ceremoniously through your home, pointing out all the great features so they will want to purchase your home. In the mean time, this shady character is looking at where you keep all your valuables and finding the points of entry into your home that will be easiest for him when you are not home. That sounds like fun, doesn't it?

If you already have your home listed as a 'For Sale by Owner', take a look at your track record so far. Have you had anyone come to look at your home, or anyone that was interested in your home? Real estate agents are trained professionals, they know how to gather prospective buyers that allow you to

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sell your home, especially your Tampa Bay real estate, Pinellas County real estate or your Clearwater property.

I know what you're thinking — how hard is it to sell my own home? You are thinking that no one knows your home better than you do. After all, you are the one that has lived there for however many years, and know just where all the good things are, and where all the 'bad things' are. A real estate agent that has spent years selling and buying homes can probably help you sell yours, faster and cheaper than what you can on your own.

Real estate agents have access to listings that you can not access. A professional real estate agent can list your Tampa Bay real estate, Pinellas County real estate or your Clearwater property across the country with one or two faxes or clicks of a computer button. They are the guys in 'the know' on where

to best market your home so it will sell quickly and at a fair price. Your real estate agent will work for you, to get you the best price for your property. The minor commission fees that they charge will be small in comparison to the charges you will incur trying to sell your home on your own. Let's not forget that time is money. It is better to sell your property in a week or two using a real estate agent than in five months on your own, right? Absolutely!

Call or email now and find a real estate agent that can take the 'for sale by owner' nightmare off your hands and turn the sale of your property into the dream you deserve.

Bob Lippy is a licensed broker associate with Remax Realtec in Palm Harbor, Florida. He has many years of experience in selling

Tampa Bay Florida Real Estate

and has helped many families relocate

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How Much Is My Home Worth?

By Robert Michael

Home is where the heart is. Home is where you nest, raise kids, love, fight, nourish and walk through life's major transitions, with the people who are part of you. For the vast majority of human beings, their home is also their most precious asset. But, aside from the unquantifiable emotional value your home

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provides, there's a fair market value too. The only thing is, that can be difficult to determine. > Just exactly how much is your home worth? > How would you know? > How do you find out?

If you're thinking of selling your car, you go to the famous "Blue Book" to set the fair market value of your car. If you're considering selling your home, there are professionals and professional appraisal services you can employ to make sure you get it right. All legitimate, professional home market appraisers can help you with the following issues you'll find yourself wrestling with the moment you decide to sell your home (whether you're selling yourself or through a real estate agent):

> Taxes > Home improvements > Mortgage insurance > Relocating > Estate planning > Imminent domain > Market rents and trends

And that's just to start. Qualified real property appraisers must hold a state license or certificate. Those appraisers who have done more than meet the bare basics government requirements have also undergone more education than required, and usually have a lot more experience to offer. > real estate trends? > Are they familiar with your area? > How long have they been in business?

When it comes to your home, take the time to do it right. Then, when the dust settles, you'll be glad you did.

Robert Michael is the owner of

<http://www.akrealestates.com>

which is a great place to find real estates

links, resources and articles. For more information go to:

<http://www.akrealestates.com>

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