

Bookwhirl

Get Profitable Returns from Home Sales Negotiations with Adequate Preparation

All about the home selling business, including effective techniques of merchandising a house to sell faster and for more money.

(Annandale, VA) – Home selling can still turn out profitable despite the presently worrisome trend of widespread home foreclosures, subprime lending losses and an increasing number of defaulting home mortgage policyholders. A timely and relevant book shows home owners how to avoid the selling traps. **SELL HIGHER: How to Sell a Home for the Highest Possible Price & Profit** by author and certified real estate agent Joe B. Roles extensively discusses several success-proven techniques of effectively dealing with the complicated process of the home selling business, including the essential and controllable preparations done to increase the appraisal value of a house.

The book's interesting main themes include the winning strategies in the home selling business; what problems a seller might usually face in the process; merchandising the home to sell faster and for more money; and the steps needed in preparing for the contingencies attendant to a home sale such as home inspections and environmental inspections.

The useful guide is presented with a reader-friendly format, and is easy to read and understand by the average home owner. The book provides clear guidelines on how to present the home for sale negotiations and how to find help in preparing for the sale, aside from highlighting a thorough check list of items to be done in negotiating successful home sales.

This practical reference is especially useful to home owners who are trying to sell their home; to real estate agents who list homes for sale; and to home buyers who need to know what to look for in a house. **SELL HIGHER: How to Sell a Home for the Highest Possible Price & Profit** is now available for your reading pleasure at leading book retailers or at the following publishers' online bookstores, at <http://www.buybooksontheweb.com> and at <http://www.infinitypublishing.com>.