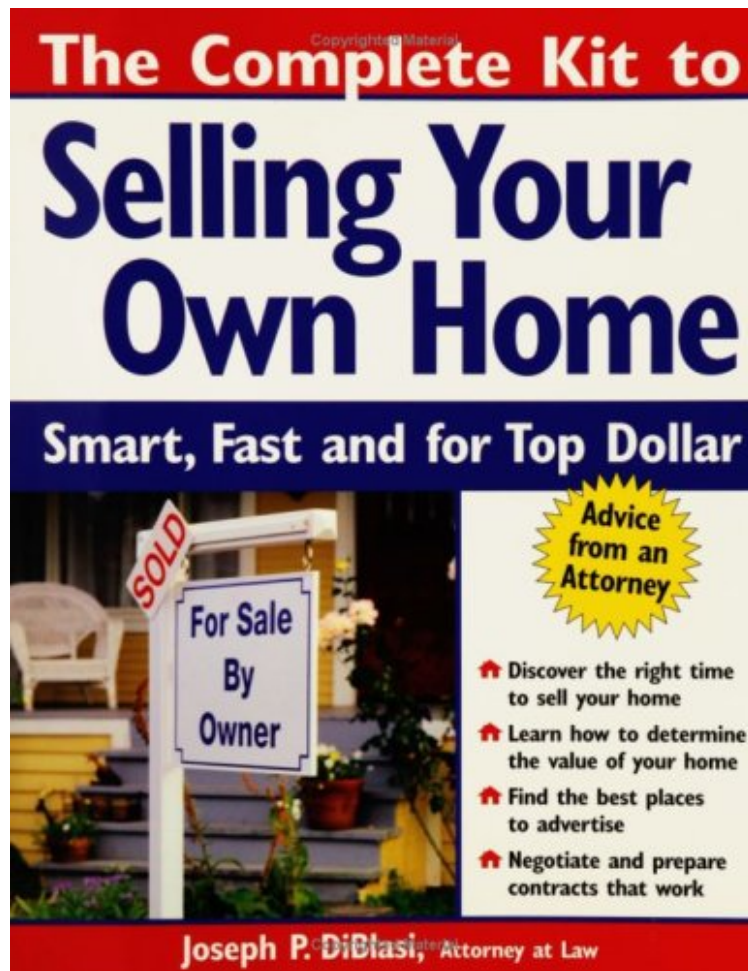


The Complete Kit to Selling Your Own Home: Smart, Fast and for Top Dollar

Joseph P. Diblasi

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Joseph P. Diblasi : The Complete Kit to Selling Your Own Home: Smart, Fast and for Top Dollar before purchasing it in order to gage whether or not it would be worth my time, and all praised The Complete Kit to Selling Your Own Home: Smart, Fast and for Top Dollar:

0 of 0 people found the following review helpful. Five StarsBy RGGood advice and tips even if you are working with an agent.22 of 25 people found the following review helpful. 5 stars? Are the other reviewers nuts?By ElisabethI bought this book in part because its "attorney" author made it stand out from the pack. I hoped it would deal with potential legal pitfalls and issues related to FSBO. Instead, it's a very, very basic mishmash of tips crying out for a good developmental edit. The text is disorganized, annoyingly phrased, and light on content (it takes a large typeface and a lot of subheads to stretch it to 170 pp). If you've bought real estate, or read a major metropolitan newspaper, you don't need this book.Sample sentence (p.45): "A well-done _For Sale_ sign will hopefully grab the attention of the

passers-by."Buy it, and here's what you'll learn: That "Balc" in a newspaper ad means "Balcony" (p.47). That (under the heading "The Right Sunday Newspaper") "there typically is one newspaper in your area that is considered the place to advertise a home for sale" (p.61). That if a buyer presents you with an offer, you should say "I need to discuss this with my wife" (p.77). That the following are good words to use when writing an ad: "pristine, spacious, tree-studded, bright, flawless, and most-desirable" (p.41).It's particularly annoying that all the "vocabulary words" throughout the text re in italics, even when they're words like "contact information," "realtor," or "stuff" (as in, "most people accumulate more stuff than they will ever use," p.157). Often words are italicized for no reason, as in this mangled marketing tip: "...many people send photo postcards of their family or children. These photo postcards tell a thousand words updating friends and family visually with the picture."9 of 11 people found the following review helpful. excellent resource!!!By Jessi T. Koontzthis book is awesome!!! it goes through every detail big and small, and the reasoning behind each and every one. this allows for each individual to make an informed decision on whether or not selling their own home is the right decision for them. it provides a realistic picture of what the process entails and of what lays ahead. this book is the equivalent of a honest and trusted friend which we all know is rare in the world of real estate....

Book by Diblasi, Joseph P.