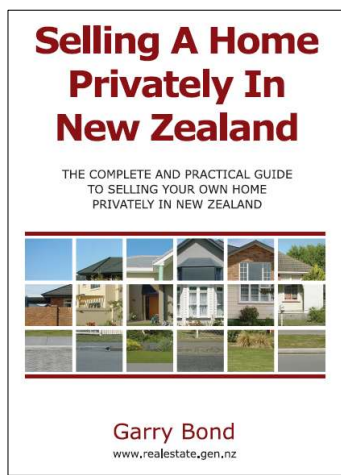


SELLING A HOME PRIVATELY IN NEW ZEALAND

Title: Selling a Home Privately in New Zealand
Publisher: Private Lane Publishing (PLP)
Genre: Non Fiction/Business
ISBN: 978-0-473-09405-8
Author: Garry Bond
Type: Soft cover
RRP: \$34.95
Pages: 133

Synopsis: A complete and practical guide to selling a home privately in New Zealand. Aimed at anyone considering placing their home or property on the real estate market. Dispels many of the myths and mystery surrounding selling real estate. Covers all areas involved in selling privately from initial pricing and marketing through to offers, negotiation and the legal paperwork. Logical step by step instructions designed to provide the knowledge, know-how and confidence needed to give homeowners wishing to sell privately the best possible chance of a successful sale. Includes handy tips, worksheets, checklists and forms to aid the process. Additional website support and advice is available free to book owners.



BOOK CUSTOMER COMMENTS

"Your book is brilliant", **Professor (English) E G Black, Pauanui**

"It's certainly a mine of information!" **Graeme Bee, Whangarei**

"So far I have been extremely impressed with the content and presentation of the book - not only because the information in it will be very useful to me, but also because it gives me confidence that I can sell my house privately". **R Chapman, Havelock North**

"The book was great. It is very easy to read and follows in a logical order. It was great to have a structure to work with." **Bob Forgan, Wellington**

"We followed your book when selling our house and found it extremely helpful and have recommended it to many people. Thank you so much for sharing your industry information. Without it I'm sure we would not have been nearly as successful," **Keith and Bridget Fearon, Auckland**

BOOK CONTENT (Broken into 8 logical steps)

1. **Pricing Your Home** correctly and the selling options available.
2. **Solicitors** and the role they play.
3. **Preparation and Presenting Your Home** to get the best results.
4. **Property Details** including chattels and location.
5. **Advertising and Marketing** for maximum effect.
6. **Buyer Enquiries** and how to handle them.
7. **Buyer Inspections and Open Homes** and how to get them best out of them.
8. **Offers, Negotiation and Paperwork** simplified with clear instructions on what options you have when a buyer wants to make an offer plus the legal jargon and contract explained in plain English.

WEB SITE SUPPORT

Customers purchasing the book have password access to a section on the specialised web site www.realestate.gen.nz. This provides full sized downloadable versions of all of the worksheets, checklists and forms in the book. This access is intended to be convenient for book buyers (rather than photocopying book pages). Non book buyers can not access this web site section.

TIMELESS

The book has been written specifically so that information and content will **not** date.

THE AUTHOR

Garry Bond has sold several of his own properties privately and completed a real estate salesperson's certificate. He has a wealth of business knowledge and experience in general management, sales, marketing, human resources and IT. He is passionate and encourages people to sell privately. Writing *Selling a Home Privately in New Zealand* provides New Zealanders with the practical know how and knowledge to succeed.