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**FOR IMMEDIATE RELEASE**

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## Free seminars help you sell your own home

**NORTH ROYALTON** - The For Sale By Owner (FSBO) Title Company will host a free seminar about selling your own home on Thursday, March 29, 2007, from 6:00 to 8:00 p.m. FSBO Title is the area's only title agency that works exclusively with people who sell their homes without hiring real estate agents.

The seminars, held every other Thursday evening, explain the sales process and offer tips to help sellers effectively market their homes. They cover a variety of issues, like how to set the right price and why that is so important, understanding your purchase agreement and how to market your home to get prospective buyers into your house.

Attendees are under no obligation to work with FSBO Title after their home sells.

Owners Lana Stover and Laurie Bellomo started the company in April 2006 after years of working in the title business. They also have extensive experience in selling their own homes. Combined, Lana and Laurie have sold 13 homes without hiring real estate agents.

"Realtors scare people with a lot of paperwork," Laurie said. "It looks so complicated that people think they need a professional to handle it."

As the seminars explain, selling your own home not only saves you thousands of dollars, but isn't as complicated as you might think.

"Whether they come in for a seminar or meet with us personally, we encourage people to talk to us before they put the sign up," Laurie said. "We offer a lot of common sense recommendations that you don't think about until you've been through it. And if you choose to work with us to transfer your title, you won't be a number. You'll get personal service from Lana and I."

Specific topics of the seminars include:

- ◆ Marketing do's and don'ts
- ◆ The best place to advertise your home
- ◆ Where to go to get comparables for your home
- ◆ How much are your closing costs and who pays for them
- ◆ Filling out the paperwork
- ◆ The process of selling and transferring real estate
- ◆ How property taxes work
- ◆ What a home warranty is and how it can benefit your buyer
- ◆ What earnest money is and how much should you collect from the buyer
- ◆ What is title and escrow
- ◆ Why you need a title company and not just any title company
- ◆ What happens after a buyer makes an offer
- ◆ The closing process in detail

The seminars are held at FSBO Title's office at 13385A W. 130th Street, at Route 82, in North Royalton. Seating is limited. Please reserve your reservation by calling 440-230-2211.

See [www.fsbotitleco.com](http://www.fsbotitleco.com) for more information.