

# ASTERITA & ASSOCIATES, LLC

–Attorneys At Law–

Welcome to the latest edition of our newsletter!  
We offer this newsletter as a trusted resource to keep you updated on important legal topics, news about our firm and upcoming events.

## Considering Selling Your Home by Owner? Here's What You Need to Know!

When it comes to For Sale By Owner (FSBO), we understand the do-it-yourself appeal – no realtor commission, no middle person in the transaction, or perhaps a mistaken belief that there's not much to it. After all, how hard can it be? However, without the proper knowledge and preparation, handling a FSBO sale on your own can lead to costly mistakes.

In this [short video](#), our principal attorney [Joseph J. Asterita, Esq.](#), shares insights from his nearly 25 years of real estate practice to help you navigate the home-selling process smoothly and successfully. Here are some key takeaways:

### *Understand the Legal Requirements to Sell Real Estate*

From ever-changing required disclosure laws to contracts, navigating the legal landscape of selling a home can be complex. Like anything else in life, if it's not something you routinely do or are trained for, you really don't know what you don't know. There are many laws that you must comply with when selling real estate in NY or NJ. Failing to do so can lead to significant liability or, in extreme cases, to a buyer rescinding an already completed sale. An experienced real estate agent and attorney can ensure you adhere to these requirements alongside applicable law and avoid such a disastrous outcome.

### *Accurate Pricing*

Correctly pricing your home is crucial. Overpricing a home for sale can leave your home sitting on the market. Likewise, underpricing your home can leave significant money on the table so-to-speak. A proficient realtor can provide



resources and advice on accurately assessing your home's value by accounting for current market trends, selling conditions, and comparable sales in your area. In Mr. Asterita's experience, utilizing a realtor to sell your home, more often than not, more than makes up for the cost of the realtor's commission.

### *Marketing Your Property*

Effective marketing is the key to attracting potential buyers. Some essential components include professional photos, compelling listings, and generating a widespread online presence. A trained and experienced realtor typically has an excellent network of professionals, buyers and investors to not only help create and implement a strong marketing strategy that showcases your home's best features but to get the property in front of the broadest and most applicable audience.

### *Negotiating Offers*

Negotiating a contract can be one of the most challenging aspects of selling your home. How to handle multiple offer situations and negotiations of various contract terms can be easily mishandled without ample knowledge and experience. Having seasoned professionals in your corner to guarantee you make informed decisions that protect your interests is critical.

### *Shepherding Your Sale Through to the Closing*

The marketing, contract, and closing process involves multiple moving parts and parties – including disclosures, inspections, appraisals, and municipal approvals. Knowing how to handle such matters helps prevent delays and avoid obstacles that could otherwise jeopardize your sale. Professional realtors and attorneys can be an invaluable resource to ensure your property sale makes it to the closing table on time.

### *Ready to Sell Your Home?*

[Contact our firm today](#) to schedule a free consultation and learn more about how we can support you in your real estate sale. With the right preparation and professional guidance, you can achieve your selling goals with the utmost peace of mind.

---

**Have you read our latest blog?**

[Click Here](#)

for

["Having a revocable living trust is likely easier than you think"](#)

[Click Here To See Other Topics](#)

**Stay up to date on all things  
Asterita & Associates, LLC  
by liking and following us!**

[New Jersey Office](#)



[New York Office](#)



[Visit Our Website](#)

[Email us](#)

[Schedule a Consultation](#)

---

NEW YORK OFFICE

900 South Avenue 3<sup>rd</sup> Floor. Suite 43  
Staten Island, NY 10314  
(718) 370-2900

NEW JERSEY OFFICE

66 Reckless Place  
Red Bank, NJ 07701  
(732) 741-5800

---

**Share this Newsletter:**



Share This Email



Share This Email



Share This Email

---

The information you obtain in this email and/or on our website or social media sites is not nor is it intended to be, legal advice. You should consult an attorney for advice regarding your individual situation. We invite you to contact us and welcome your calls, letters and electronic mail. Contacting us does not create an attorney-client relationship. Please do not send any confidential information to us until such time as an attorney-client relationship has been established.

ATTORNEY ADVERTISING - THIS DOES NOT CONSTITUTE LEGAL ADVICE -  
PRIOR RESULTS DO NOT GUARANTEE SIMILAR OUTCOME

Asterita & Associates, LLC - Attorneys At Law - | 66 Reckless Place | Red Bank, NJ 07701 US

[Unsubscribe](#) | [Update Profile](#) | [Constant Contact Data Notice](#)



Try email marketing for free today!