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FREE Report: FSBO- Is It For You??

What makes a Perfect “For Sale By Owner” Candidate?

- Homeowner understands the real estate market- has knowledge of home values, obligations, disclosure needs and procedures, contract knowledge and processes, and financing options. legal
- Knows a reliable real estate attorney, home inspector, termite inspector, gas line warranty inspector, lender, title company and other real estate support contacts.
- Time is not a factor: Has plenty of time before home needs to be sold. Has time to research property values of comparable homes.
- Understands the need to invest in advertising of their home. Knows what type of advertising is effective.
- Home is located in a well-travelled area for better viewing.
- Is comfortable with showing other people their home. Can deal with criticism of home features and flaws.
- Is good at negotiating, and patient working with people.
- Understands that many buyers will view their selling price as their asking price minus a realtor’s commission.
- Knows how to pre-qualify buyers, and can assist with buyer financing.
- Understands the advantage of offering a commission to a realtor with a qualified buyer. Also understands that some realtors will not work with them.