

## CAN I SELL MY HOUSE MYSELF (FOR SALE BY OWNER)

This question comes up often for homeowners. Here are some questions you need to ask yourself if you are considering selling your home on your own. These questions are very subjective and non-biased. These are real factors involved in selling a home.

1. Do you have access to sold properties in the last 6 months in your neighborhood? (appraisers will use these sold properties in appraising your home for a buyer)
2. Are you acquainted with mortgage lenders in the area (some buyers need help locating financing)?
3. Do you have a way to pre-qualify potential buyers when they show up to view your home?
4. Do you have a sign-in sheet to keep up with potential buyers and to make sure they are real buyers and not “looky-loos”?
5. Can you produce quality flyers describing the best features of your home?
6. Can you place an ad in the newspaper or real estate publication weekly or monthly?
7. Can you be available everyday plus weekends to show your home when buyers call or just drop by?
8. Do you have a working relationship with a Title Company that will handle the transfer of title to the new owner?
9. Do you have access to a legal contract to purchase or have a relationship with a lawyer who can draw up the contract so that you are protected?
10. Are you familiar with property disclosure laws to prevent problems after the sell?

Many people are equipped to sell their home on their own. It takes patience, endurance and knowledge. I would be glad to provide you with tools to help you sell you home on your own. Why would I do that? The statics from the National Association of REALTORS® indicate that a large percentage of people who attempt to sell their home on their own eventually contact a real estate broker to assist them. I want to be that broker. I have the knowledge, endurance and patience to assist you every step of the way to a smooth transaction. I take all the work out of selling your home. **Contact me for your “For Sale by Owner” package.**