

5 Must Do's Every For Sale By Owner Must Know

1. Remember to put away valuables and lock up expensive personal belongings. Although most people looking at your home to purchase will be legitimate home buyers. Some people maybe on the prowl to see what you have. Make sure you don't provide any type of opportunity for the wrong person to see items of interest.
2. Have the proper forms ready to go. You are selling your home on your own and it is important to remember that some buyers are ready to buy on the spot and if you wait too long the interest could cool down and buyers remorse could set in. If you are planning on being a for sale buy owner you need to be ready for the proper forms to be completed and signed so that your potential buyer can be locked in place before they find another property. Make sure your attorney prepared the sellers disclosure, contract for sale, lead based paint addendum if your home was built prior to 1978 along with all of the other state and local disclosure and form requirements.
3. Don't lock yourself into contingencies issues the buyer might have. Most contracts normally have contingency clauses and paragraphs for the buyer. For example, how long do they have to apply for a loan? How long do they have to get loan approval? Is the contract contingent upon the sale of another sale and if so how long and is their home under contract? These are all areas you should research and investigate prior to signing any legal document prior to locking yourself into a lengthily contract and possible loosing another qualified good purchaser.
4. Complete a seller's disclosure in advance. Although this may not be a requirement in every state or local municipality it is a good idea to provide the potential buyer with a detailed seller's disclosure about your home. Make sure that you have the proper forms prepared by your attorney and completed in an honest and detailed manor so that there is no chance the buyers could come back at a later date requesting you to correct or repair.
5. Have a detailed marketing flyer placed in a flyer box outside your property. Sometimes good prospects will drive by your home with and interest or unwell to call or notify you if you are working with an agent. It only makes since that most real estate agents will be promoting or pushing properties they have listed since that is their fiduciary obligation and will avoid for sale by owners since there is a fear that they may not be paid a fee if that is the home the buyer chooses. By having a flyer out front you can encourage potential prospects to stop and pick up a marketing brochure that might entice them further to call you to look at your home. Because of the complexity and time it takes to construct a marketing brochure I am making available to you twenty five free copies and my services to build marketing flyer for your property. I have several flyer templates that I can use to help build this marketing flyer for you and again there is no cost and no obligation for you to list your property with our company. It is just a small token of appreciate that I want to show and to have the opportunity to visit with you about my marketing ideas and strategies should you decide to list your real estate with the firm in the future. I would need to schedule a short appointment to take an outside picture and to get a few details for the flyer at your convenience. Again, the flyer template and the first twenty five copies are FREE and on me. Contact me at [agent name] [agent phone number] or you can visit me on the web at [agent web address] [agents e-mail address].