

It Pays to Use a REALTOR®



The typical For Sale By Owner (FSBO) home sold for **\$46,000 LESS** during the past year than homes sold with the assistance of a REALTOR®

On average, FSBO homes sold for **\$184,000**



Homes sold by a REALTOR® during the same period sold for **\$230,000**

MOST DIFFICULT TASKS FOR FSBO SELLERS:

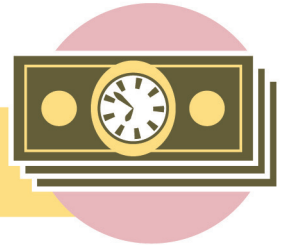


Understanding and performing paperwork

Setting the right price



Preparing/fixing up home for sale



Helping buyer obtain financing



Attracting potential buyers

Selling within the planned length of time



Having enough time to devote to all aspects of the sale