Flathead Premier Title Company

REAL ESTATE BROKER OR FOR SALE BY OWNER (FSBO)

Choosing to hire a Real Estate Agent, or going it alone as FSBO (For Sale By Owner) will depend on considering the information below. While some people may not mind the time investment and research needed to do a FSBO, others may find it more advantageous to hire a Real Estate Agent to do the research, showings, negotiations, paperwork, and knowing where to find other professionals needed to complete the transaction.

FSBO Advantages:

1. Save on commission that you would pay a listing Agent
2. Control over listing price
3. You will need to have knowledge of marketing methods and expenses
4. Control over scheduling showings, inspections, appraisal, etc.

Real Estate Agent Advantages:

1. Objective perspective of the current market (non-emotional evaluation)
2. Pricing Strategy – access to relevant market data to properly price your property to sell quickly for the highest possible price.
3. Marketing network access – MLS (which is also connected to national real estate websites), Agent networks, social media – all to maximize exposure for your listing.
4. Network of Professionals – inspectors, photographers, title examiners, lenders – Real Estate Agents know where to turn for assistance.
5. Full-time communicator/coordinator – takes calls, schedules and shows your property, fields questions.
6. Negotiator
7. Understands all of the legal regulations, contracts and paperwork involved in the sale of real property.
8. Statistics show how homes listed with a Real Estate Agent tend to sell for a higher price than FSBO's (in recent years averaging as much as 20% higher), generally enough to cover the commission and then some.

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