

5 reasons why a For Sale By Owner should sell using an Engle Realty agent.

1. You can save money:

Saving 6% now to waste more than 6% later isn't what a For Sale By Owner (FSBO) expects, but is often what happens. Buyers who purchase directly from homeowners also expect to get a discount because they are not using an agent either. These unrepresented buyers expect to be compensated as they are assuming more risk and doing more work.



2. Your house can sell for more in less time:

Our agents can sell your home for more than the average homeowner can. Our agents can offer their unbiased value opinion of your home allowing you to price your home properly from the start. Our professional signage, full color marketing supplies, and online web presence are just some factors that will contribute to getting your home sold for top dollar. Our agents have the experience and the time necessary to dedicate to the marketing and selling of your home. Selling your home quicker will equate to fewer mortgage payments, less in taxes, and less in holding costs for you in the end.

3. You can have someone represent you:

Many think they can properly represent themselves, however, during negotiations it is difficult for a FSBO to negotiate from a position of authority since they have an invested interest in the property being negotiated. By having one of our experienced agents on your side, your agent can negotiate on your behalf from a leveraged position.

4. You can reduce your liability.

Engle Realty agents can reduce your liability by ensuring the proper paperwork is used and necessary disclosures are made when selling your home. They can also advise you on ways to reduce problems in the sale of your property both at closing and reduce liability in years to come. Your agent can also properly screen inquiries on your home as well as arrange showing appointments and avoid some of the common problems that can arise from letting strangers into your property.

5. We'll expose your home to EVERY buyer.

FSBO's unknowingly are often left to sell to unrepresented buyers who are expecting to pay below market value or unqualified buyers who can't purchase in the first place. Trying to sell to unqualified buyers (who don't realize that they are unable to qualify for a loan) will only waste the time of sellers who don't screen them out. Selling with an Engle Realty agent will open your buyer market up to every qualified buyer in the market who is willing to use an agent to help them find a house, including out-of-towners who are usually the buyers willing to pay top dollar. As for out-of-town buyers moving in, they're more than likely unwilling to buy a home in a location they know little to nothing about without using an experienced local agent. Listing with Engle Realty will notify every agent of your home for sale in the Multiple Listing Service (M.L.S.). Engle Realty will also market your home to their current and future active buyers who are looking for places just like yours.

Contact us today so that we can help you get your home sold!

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