

# 7 Reasons NOT to Sell Your Home as a FSBO

FSBO (For Sale By Owner) homes sold at a median of \$200,000 last year (the same as the year prior, and significantly lower than the median of agent-assisted homes at \$280,000.

Source: 2019 NAR Profile of Home Buyers and Sellers

**1** FSBOs Typically Sell for Less



**2** Hard To Price it Correctly



**3** Having a Marketing Plan Can Be a Challenge



**4** Inconvenience of Showing the Home Yourself



**5** There is a Legal Liability



**6** Be Careful of Scams!



**7** Emotional Attachment to the House



## Example Home Sale Scenario

### SELLER'S NET SHEET CONVENTIONAL

**\$326,538**

NET AT CLOSE

SALES PRICE	\$350,000.00
CLOSING COSTS	\$23,463.00
BALANCE	\$0.00
PRORATED TAXES	\$0.00
<b>NET AT CLOSE</b>	<b>\$326,538</b>

### TOTAL CLOSING COSTS

**\$23,462.50**

TOTAL CLOSING COSTS

#### TITLE FEES

TITLE POLICY	\$1,050.00
ESCROW FEE	\$712.50
MOBILE NOTARY FEE	\$125.00
RECONVEYANCE	
PROCESSING FEE	\$200.00

#### OTHER FEES

GOVERNMENT SERVICE FEE	\$25.00
HOME WARRANTY	\$350.00
BROKER FEE (6%)	\$21,000.00

**TOTAL CLOSING COSTS** **\$23,462.50**

All numbers are estimates only.  
Please obtain final numbers prior to closing.



#### THE WADDELL GROUP

Windermere Willamette Valley  
TheWaddellGroup.net

541-829-1341  
SethWaddell@Windermere.com



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EXPERIENCE • INTEGRITY • RELIABILITY

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Title fees and  
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