

For Sale By Owner

First Aid Information

A Word About Selling Your Own Property...

Approximately 70% of For Sale By Owners eventually wind up using a broker. National statistics indicate that successful For Sale By Owners on average wind up accepting about 9% less than what they could have gotten if they had used a professional real estate broker.

In general, the only reason buyers shop For Sale By Owners is because they know a For Sale By Owner isn't paying a real estate commission. Typically a serious buyer will discount the asking price by at least the amount of the real estate commission.

If you're serious about putting the most amount of money in your pocket from the sale of your property, I invite you to contact me directly. I'll share with you my honest evaluation of what I will be able to put in your pocket when it's all said and done. We can compare bottom lines. The worst thing that will happen is you will learn some things to help you accomplish your real estate objectives.

Important Factors Necessary To Get Your Property Sold...

1. Setting the right price. In today's competitive real estate market, buyers have access to more information than ever before. You have one chance to make a good first impression. In determining your asking price you should calculate the average sales price to list price ratio in your neighborhood. If you're serious about selling your house on your own you may want to offer a buyer a price incentive. After all, the buyer you're looking for isn't using a broker either. National statistics indicate that For Sale By Owners usually wind up with about 9% less than what they could have gotten by using a broker.

2. Create your marketing plan. An ad in the paper, a sign in the front yard and word of mouth is a good place to start -- but where do you go from there? The more qualified buyers that you expose your property to, the higher the odds of finding a buyer that's willing to pay your price. I invite you to take a look at my marketing plan, and learn some strategies that may help you get your home sold.

3. Preparing your product. Many factors come into play in preparing your property for showing. I'll be happy to give you my secrets for properly preparing your home for showing.

4. Four questions to ask every caller: (1) Are you prequalified? (2) What's the name and phone number of the person who pre-qualified you? (3) How much did you pre-qualify for? (4) What's your possession deadline? You have to separate lookers from buyers. You don't want to wind up entering into an agreement with somebody that down the road doesn't qualify to buy your property. I'll be happy to put you in touch with my lender to help you pre-qualify your callers.



There's never been a more important time to have resources you can count on when it comes to buying and selling a home. The real estate market and industry change at a rapid rate. It is my pleasure to make sure that you always have the current information you need to make the best decisions for you and your family.

If you ever have a real estate question or need, or know someone who does, call today. I'm here to help!

Sherry Elrod
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Call Me Today for All Your Real Estate Needs!



Check out my
website



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FIND OUT HOW MUCH YOUR HOUSE IS WORTH IN TODAY'S MARKET.

If you're going to sell your house in the next 6-12 months, what you do right now to prepare for the sale could make a difference of thousands of dollars.

The first thing you'll need to know is how much your house is worth compared to other homes in today's market. It's easy to find out.

Now you can get a FREE list of homes for sale and sold in your neighborhood in the last 12 months.

so you have a good idea of what homes like yours are selling for in your neighborhood.

To get the most current Neighborhood Activity Report for your area just call or text today, and we'll send it out right away.

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Get a FREE List of Every Home For Sale in Any Price Range!

Now you can get an up-to-the-minute list of all homes for sale right now – in any neighborhood – in any price range.

It's as simple as a phone call or an email and we can get your copy of this valuable real estate list sent out. Call me to FIND OUT HOW MUCH YOUR HOUSE IS WORTH TODAY!



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Call Me Today for All Your Real Estate Needs!



Check out my website