

Title:

Houses For Sale By Owner - Negotiating Tips

Word Count:

428

Summary:

You might think buying houses for-sale-by-owner would be the same as buying those listed with

Keywords:

houses for sale by owner, for sale by owner, real estate

Article Body:

Houses for sale by owner, also known as "FSBOs," are a unique case in real estate investment.

Why do people try to sell a house on their own? Only one primary reason comes to mind: To save

1. An owner isn't an agent. Don't ask possibly offensive questions. Don't make negative comments.
2. Houses for sale by owner have often been on the market a long time. The seller is usually
3. FSBO sellers usually think they're being smart. Encourage that belief and they'll be more
4. They usually don't have a plan for where to close, where to buy a title policy, where to k
5. They have often spent more than they anticipated. Advertising and other costs have already
6. Pass over problems and return to them later. Once a seller has invested more time in a neg

Professionals will tell you that most houses "for sale by owner" net less than those sold by a

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