



Serving Virginia Since 1995
GoToFSBO.com

Information To Guide
You Through the Sale
of Your Home.

Home Selling Seminar



Visit Our Website or Call For Sale By Owner & Builder for Additional Information.

GoToFSBO.com

Corporate – 540-582-5777 (Serves All of Virginia Clients)

Satellite (VM Only) 703-551-4757; 757-301-1764



HOW MUCH CAN YOU SAVE

Selling For Sale By Owner

www.GoToFSBO.com

SELLER'S CLOSING COSTS

FSBO ROUTE

REALTOR ROUTE

DEED PREP	\$175	Based on	\$175
TERMITE	\$100	\$500,000	\$100
RELEASE FEE	\$125	Home	\$125
GRANTOR'S TAX \$1 per \$1000	\$500		\$500
CONGESTION RELIEF TAX \$1.50 per \$1000 ***	\$750		\$750
WELL & SEPTIC	\$125		\$125
ATTORNEY	\$275		\$275
CLOSING COSTS**	\$2050		\$2050
ADVERTISING To Closing	\$850		0
COMMISSION****	0		\$30,000
COSTS TO SELLER**	\$2900		\$32,050



Grantors Tax Cheat Sheet

\$250,000 =	\$250
\$400,000 =	\$400
\$500,000 =	\$500
\$650,000 =	\$650
\$750,000 =	\$750
\$1,000,000 =	\$1000

SELLER NETS

\$497,470

\$468,050

** All of the Above Figures are Approximate

***Congestion Relief Tax is not in all areas - Check with your Title Company

**** Based on a 6% commission

FOR THOSE WHO WANT TO ADD THE MRIS/MLS TO THE FSBO PROGRAM

A 3% Commission will be Paid to the Agent

What is the Difference Between Our Company and The Traditional Real Estate Company? We Do Everything Except Show Your Home; Therefore You Don't Pay a Commission. Our Team is Fully Licensed. We even write the contract and get you to closing.



0%
FSBO

6%
Realtor

...It's Black & White

- *Rated #1 FSBO Website In Virginia!
- *Internet Slide Shows on High Traffic Websites!
- *QR Code Buyers call your Cell or Email!
- *Paperwork We assist in Your Paperwork!
- *CMA's/Appraisals Know the Value of Your Home!
- *Licensed Professionals Settlement Companies, Realtors, Appraisers, Inspectors & Mortgage Comp!
- *Flat Fee MLS/MRIS Don't Ever Pay 6% Again!
- *Color Flyers Prospective Buyer Handouts!
- *Home Warranty For Sellers and Buyers!
- *Yard Sign Rentals Yard Signs, Directionals, Brochure Tubes, Inserts!
- *Package/Individual Plns To Suit Your Budget.
- *Complete Assistance All Paperwork, Forms, Signs!



*Compare Our Fees to the 6% Commission & Our 100% Money Back Guarantee

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E-Mail: dk@gotofsbo.com

Home Sales With No Real Estate Commission

PRE-MOVE CHECKLIST

WHEN YOU DECIDE TO MOVE

- ___ Notify landlord of move, request return of rental deposit
- ___ Contact Moving companies for estimates
- ___ Arrange house hunting trip
- ___ Save money for moving expenses

4 WEEKS PRIOR

- ___ Post Office: Mail forwarding notification
- ___ Post Office: Change of Address cards (magazines, clubs, friends, etc.)
- ___ Disconnect Utilities (request deposits); Gas, Electric, Fuel; Oil, Cable, Water, Sewer, Telephone (local & long distance) (request letter of credit so new utilities will waive deposits)
- ___ Notify service providers: Doctor, Dentist, Lawyer, Accountant, Stock Broker, Veterinarian, Lawn Care, Newspaper, Pool Service
- ___ Close local accounts: Credit Cards, Library Cards, Laundry, Clubs, Bank (checking, savings, safe deposit box), Grocery check-cashing card
- ___ Dispose of unwanted items: Garage Sale, Goodwill/Thrift shop, Garbage
- ___ Purchase airline tickets if applicable
- ___ Make lodging reservations
- ___ Notify Spouse's employer of move (request recommendation letters)
- ___ Return/pickup borrowed items
- ___ Inventory valuables (photograph, video tape, appraise, serial numbers)
- ___ Draw up Power of Attorney for spouse
- ___ Activate utilities 1-2 days prior to arrival; Gas, Electric, Fuel Oil, Cable, Water, Sewer, Telephone (local & long distance)
- ___ Notify school system (old & new)

1 WEEK PRIOR

- ___ Dispose of perishable food
- ___ Plan meals for the week prior to the move
- ___ Separate household cleaners, chemicals, paint, gasoline, batteries
- ___ Arrange for transport of plants
- ___ Pets checked prior to move; obtain sedatives if required

- ___ Have vehicles serviced: Oil Change, Belts, Hoses, Fluids, Tires, Brakes Radiator
- ___ Separate important documents/items: Deed, Titles, Medical Records, Checkbooks, Keys, School Transcripts, Jewelry, Collections, Photographs, Silverware, Software, ATM Cards, Medications, Birth Certificates, Insurance Papers, Address Book
- ___ Separate items that will be delivered immediately versus those that will be put in storage.
- ___ Arrange for child care on pack out & move days

3 DAYS PRIOR

- ___ Defrost Refrigerator
- ___ Disconnect/drain major appliances: Refrigerator, Dishwasher, Clothes Washer, Hot Tub, BBQ Propane bottle, Lawnmower
- ___ Drain Waterbed

DAY OF MOVE

- ___ Review movers inventory, check descriptions, sign & retain copy
- ___ Clean premises after household goods have been packed
- ___ Dispose of garbage
- ___ Retain receipts during travel (Gas, Tolls, Meals, Lodging)

AFTER YOU ARRIVE

- ___ Decide on furniture placement before movers arrive
- ___ List items that were lost or damaged in move; submit a claim
- ___ Arrange for removal of packing materials
- ___ Determine location of nearest hospital in new area
- ___ Open local accounts: Credit Cards, Library Cards, Laundry, Clubs, Bank (checking, savings, safe deposit box), Grocery check-cashing cards
- ___ Locate service providers: Doctor, Dentist, Lawyer, Accountant, Stock Broker, Veterinarian, Lawn Care, Newspaper
- ___ Update will/trusts
- ___ Register with new DMV: Driver's Licenses, Vehicle tags
- ___ Update insurance policies: Home, Auto, Life, Business, etc.
- ___ Register to vote



The For Sale By Owner *People*

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For Sale By Owner Services**

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E-Mail: dkentcsr@gmail.com
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CHECKLIST FOR SETTING YOUR PRICE

- ___ Check prices of “comparable properties.”
- ___ Check advertising to find current market prices for homes in your area similar to yours.
- ___ Go into homes for sale in your neighborhood similar to yours for comparison.
- ___ What is the size and condition of your property?
- ___ What is the pace of the market?
- ___ What is the availability and type of financing?
- ___ What is your motivation to sell?
- ___ Be sure you don't over price.
- ___ If you are not satisfied with your own ability to determine a market price, hire an appraiser.
- ___ Be aware of the minimum price you are willing to accept.

CHECKLIST FOR WRITING A GOOD AD

- ___ Look at ads for other homes to learn how others write their ads.
- ___ List the ten most positive things about your home; then use them.
- ___ Develop a selection of attention - getting headlines.
- ___ Be aware of your home's vital statistics other than number of bedrooms and baths; such as total square foot, schools, churches, bus lines & other community features.
- ___ Write the elements of your ad in order of importance.
- ___ Emphasize any features or desirable financing that your home may have.
- ___ Mention any open houses that you hold at the beginning of the ad - include the hours the home will be open, as well as the address and directions if it's a hard to find location.
- ___ Specify number of bedrooms and baths early in the ad.
- ___ Disclose the home's approximate location (Neighborhood).
- ___ Consider a theme of urgency in the ad - such as “Transfer Forces Sale” or “Must Sell By (Date) to gain more interest.
- ___ Request a headline type size larger than the body copy of the ad - it will help the ad stand out.
- ___ Prominently feature price if it is particularly attractive.
- ___ Don't use confusing abbreviations just to save space.
- ___ Check on special repeat rates; some papers allow discounts for ads that are repeated.



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“Compare-A-Home” Market Analysis

1. Write down detailed info on your home you are selling. 2. Write down info on **comparable recent SOLD Homes**. 3. Pick out top 3 homes similar to yours and compare and adjust. 4. Price your home.

Item	My Home	Home #1	Home #2	Home #3	Home #4	Home #5
Address						
Subdivision						
Price - Asking						
Price - Sold						
Sold Date						
Days on Market						
Style & Age						
Lot Size & Description						
Total Rooms & Sq Footage						
# Bedrooms						
# Bathrooms						
Garage						
Misc. Bsmt/CAC...						
Misc. Fplace/Spec Ftrs...						
Comments						

10 BIGGEST “MISTAKES” PRIVATE SELLERS MAKE

- **Overpricing your property value.** “*We can always come down in price*” is the most dangerous and expensive strategy a home seller can possibly use!! Price it correctly to sell it faster. **Buyers are SMART.** Overpriced homes do not sell.
- **Assuming buyers are only found through the MLS.** While the MLS will expose your listing to more buyers, 50% of our buyers come from the For Sale By Owner websites. More and more Buyers are realizing that for sale by owners are able to price their homes fairly (without the huge commission tacked on) and are opting not to use an agent.
- **Not allowing yourself enough time to sell privately.** If you list your home with an agent, the agent will want you to list for at least 6 months to sell your property. Shouldn't you give yourself at least that much time?
- **Assuming you can sell by-owner with little or no expense.** Today, a cheap, inexpensive yard sign sends the wrong message to a buyer. Would you feel comfortable buying a home (the largest investment of your life) from someone who has a \$1.00 sign in their yard or a seller who has a professional post sign with a For Sale By Owner Company on the sign that has been serving the community for over 15 years. Sellers save on paying a commission when they market their property correctly - **not** by saving on proper marketing techniques. Put all tools to work for you – **maximize exposure** to as many buyers as possible (Magazine, Internet, Internet Slide Show (lots of pics on the websites), Professional Signage, Directionals and Flyers). Don't forget a home warranty. Effective Advertising WORKS!
- **Relying only on local “drive-by” traffic.** What about the couple that lives on the other end of town that would pay you more for the property and never drives down your busy street? Signs alone do generate a lot of traffic - from noisy neighbors and curiosity seekers – not serious buyers.
- **Lack of advertising.** You must “tell to sell”. Maximizing the exposure of your property to as many buyers as possible is critical to your success. Don't count on luck.
- **Thinking agents can sell ‘faster’ than FSBOs.** Wrong! If time is of the essence, you should always sell do both FSBO and MLS. Regardless of what they say, agents *can not* sell your home any faster. The key is exposure.
- **Wrongly thinking that the “title companies do all the paperwork”.** Unfortunately, most title companies will not assist you in preparing the paperwork for the seller and buyer. If you hire an attorney it will cost you far more than if you use the services offered by your local for sale by owner companys. Most of the FSBO companys have professional reps on staff.
- **Failing to determine accurate fair market value.** If you're struggling to determine a price, say between \$200,000 and \$210,000, that's a \$10,000 difference – don't leave money on the table! Order comps or an appraisal through your LOCAL for sale by owner company to determine the correct price.
- **Failing to know and understand disclosure laws.** The paperwork (contract) is not a matter of filling in the blanks. Please do not write your own contract unless you are an attorney or Realtor. Have a professional company, like “For Sale By Owner” handle the paperwork and **disclosures!** www.GoToFSBO.com

GoToFSBO.com - For Sale By Owner Services
Call us today: 703-551-4757
up and running in 24 - 48 hours!

We've helped thousands of buyers save millions of dollars selling privately.
We can help you sell faster and net more money, too.

Secrets' to Selling your Home By Owner

(What the real estate agents don't want you to know.)

- **Act professionally** – If you are selling your home yourself, be professional.
 - Present the property professionally:
 - A purchaser's first impression, **is your homes curb appeal.**
 - Professional signage **gives a better impression.**
 - Keep property neat, clean and clutter free.
 - Fresh Paint is always good.
 - Steam clean the carpets.
 - Shine up the hardwood floors.
 - Make the home as bright as possible.
 - Clean the Windows and Doors.
 - Straighten up the Deck, Patio or Balcony.
 - Be sure the home smells fresh and clean.
 - Put animals/pets away.
 - Create Atmosphere.

- **Have patience**, a house is a major investment. Plan 3-6 months for marketing.

- **Price It Correctly.**

- **Make it convenient for the buyer** – not yourself if you want to sell faster. If you also go into the MLS – get a lockbox so an agent can show your home when the buyer wants to see it.

- **Legal Paperwork to Closing Service** - Have the "For Sale By Owner" professionals on your team – GoToFSBO.com offers an assistance option program and is always suggested – and worth it! Please don't ever write your own contract! The horror stories you hear about for sale by owners - are those that wrote their own contract.

- **A Homes Value/Appraisal** - Regardless of who sells your home, **your house is worth what it's worth.** An appraisal will be done and if you are overpriced the buyer can walk away. **Be leery of agents that boast they can sell your house for more money.**

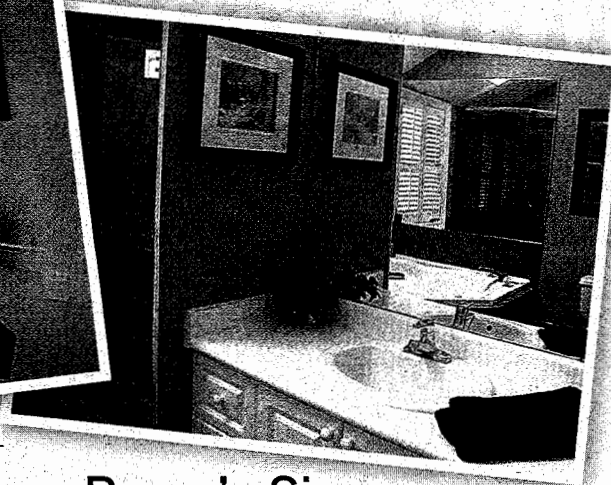
- **Be leery of agents that want to preview your home.** It is usually a ploy to meet you and try to convince you that you need their help. If you are already in the MLS with us – you are out there to that agent. Tell them to bring you a buyer and they will get paid there commission. There is no magic in selling your home – if you priced correctly, have prepared your home to impress the buyer and have maximum advertising exposure – your home will sell. The only way you can save the commission is to spend a few dollars up front on your marketing campaign! A small investment today, when done properly, will reap you huge rewards.

- **Explain/help the buyer** - Make it easy for your purchaser to buy your home - help them buy it with guiding them to loan officers, inspection companies, etc. GoToFSBO.com has all the professionals you need on staff.

- **Remember when you are ready to buy your next home** – If you don't see a for sale by owner home you like – call us to see properties that are listed with agents in the MLS – we will give you up to 2/3rds of our commission. Ask for more details.

For Sale By Owner
Phone: 703-551-4757; Email: dk@gotofsbo.com
Visit our website at: www.GoToFSBO.com

HOME



CREATE NEW SPACES.

Adding a reading corner in this master bedroom (left) shows that the space can accommodate more than bedroom furniture.

USE THE REFLECTION.

A mirror can show off extra features that otherwise wouldn't fit in the camera shot.

8 Camera Tips to Capture a Room's Size

Buyers love spacious homes. They also love to look at online property photos. But it's not always easy to squeeze square footage into a camera shot—and sometimes furniture arrangements or floor coverings actually do a disservice to the way your listing is presented online or in marketing photos, says Debra Gould, president of home staging company Six Elements Inc. in Toronto and creator of the Staging Diva training program. She offers these tips for making sure that every room of your listing looks as large in photos as it does in real life.

1. Remove area rugs. Rugs break up the expanse of the floor and can make rooms look smaller. Keep the floor as clear as possible.

2. Use a wide-angle camera. A camera with a wide-angle lens (28 millimeters or less on a DSLR, or the equivalent on a point-and-shoot) is best for interior shots because it magnifies the distance between objects and showcases a room's depth, Gould says. But beware of fisheye

lenses or ultra wide-angle lenses, which tend to make rooms look wider but can mislead buyers into thinking there's more space than there is.

3. Get creative with furniture. Make sure that furniture doesn't block views or walkways so you reveal as much of the floor as possible. If there's too much furniture packed into a room or the furniture is too large, it can also work against you in photos. In a crowded room, try removing a few pieces of furniture or swapping in a smaller piece. In a kitchen or dining room, it might look better if you remove that extra leaf from the table. Try using furniture to create new spaces in large rooms and really show off that square footage. For example, Gould added a reading corner in a master bedroom to show that more than just a bed could fit (see *photo above*).

4. Fill up an empty space. Buyers have trouble imagining how their stuff will fit into an empty room; the space can seem smaller than it really is. If possible,

bring in furniture for staging. "If the rooms are furnished, they look larger and much more inviting," Gould says.

5. Use mirrors to your advantage. A reflection in a mirror can reveal more of a room when you can't squeeze everything into your photo. This can be a great technique particularly when photographing bathrooms. Use the reflection of the bathroom mirror to show the extras, such as that soaker tub (see *photo above, right*). Just be sure to shoot photos at an angle so that you don't capture your own reflection!

6. Lighten up. In photos, brighter rooms typically come across as more open and welcoming, whereas dark rooms can look small and dingy. Pay attention to the light sources in a room to get a better shot. Turn on all of the lights and open the curtains to let in natural light and expand the space. But don't shoot directly into a light source; it'll darken a room.

7. Shoot at an angle. The diagonal line is the longest

visual line in a room. Try shooting from the corner; back up as far as you can before you shoot. But don't limit yourself: Take shots from three or four different angles so that you have plenty of options, Gould recommends. Also, try getting low to the ground to show off the length of the room. Eye level doesn't always work best to capture floor proportions.

8. Remove clutter. You've heard it before, but clutter makes a room look cramped and steals attention from a room's intended focal points. Clear away paper stacks, crowded walls of artwork, cluttered countertops, magnets covering the refrigerator, and towels hanging from the stove.

Finally, do your best to ensure that any major changes you make to a room's layout for the purpose of photos are kept in place for showings. "You'll create a disconnect if the house looks great only in the online photos," Gould says. "If buyers feel let down, they're not going to buy the house." *By Melissa Dittmann Tracey* ■

GET MORE IDEAS

Is your listing feeling too cramped? Get more tips with "5 Ways to Show Off Space" at REALTOR.org/realtormag in Home & Design.

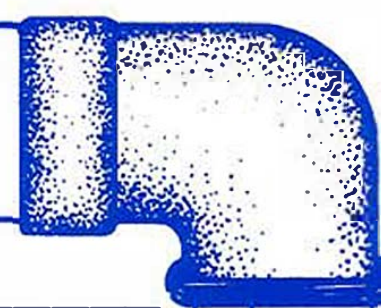
9 Super Showing Secrets

Freud would be proud of these subconscious influencers

- I. Do NOT follow prospects into the bedrooms. Extra bodies take up space and make rooms seem smaller.
- II. If you have a fireplace, have a small fire burning when showing the home. Romance without too much help.
- III. Have prospects sign a guest register, which includes address and telephone number. Call to follow-up and ask for feedback on the points they did not like about the home. Send them a thank you note.
- IV. Give prospects an 11 x 17 fact sheet with a color photo stapled to it and a copy of a local area map.
- V. Play music. It should be light jazz or new age (no vocals) and the volume should be soft and barely audible.
- VI. Appeal to the nose. Options include baked bread, a tin of vanilla extract in the oven, or hot apple cider on the stove with lots of cinnamon.
- VII. Offer prospects something small and light to eat or drink (the longer they stay - the better!). Cider, coffee, cinnamon rolls, unique warm bread with butter, cookies, soda, etc.
- VIII. Never apologize for your home's appearance.
- IX. Use higher wattage light bulbs to make rooms feel larger and more appealing!



Utility Bills



ADDRESS _____

PERSONS LIVING AT HOME: Adults _____ Children _____

SUMMERTIME THERMOSTAT SETTING _____

WINTERTIME THERMOSTAT SETTING _____

Month	Year	Electric	Gas	Water	Trash	
JAN						
FEB						
MAR						
APR						
MAY						
JUN						
JUL						
AUG						
SEP						
OCT						
NOV						
DEC						
JAN						
FEB						
MAR						
APR						
MAY						
JUN						
Total						
Average						



X _____
Prepared by (Owner) _____ Date _____

All Visitors

Must Sign

Guest Register





GUEST REGISTER

Tag #	Date	Name & Address	Home Phone #	Have You Been Qualified For A Mortgage Loan?	How Did You Hear About Our Home?	When Do You Need A Home?	Comments
	1/28	Joanne & Ken Buyer 123 FSBO Street Sold, VA 12345	703/551-4757	<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	1st time home buyer 3 kids, dog, works out of home
				<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	
				<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	
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				<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	
				<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	
				<input type="checkbox"/> Yes <input type="checkbox"/> No Do You Currently: <input type="checkbox"/> Own <input type="checkbox"/> Rent	<input type="checkbox"/> FSBO Magazine <input type="checkbox"/> Sign <input type="checkbox"/> Other	<input type="checkbox"/> Now <input type="checkbox"/> 1 - 3 months <input type="checkbox"/> 3 - 6 months	

Please Sign In



Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ Email _____

What are your current real estate needs?

- Need to buy now
- Plan to buy within a year
- Need to sell a property
- Just shopping

Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ Email _____

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- Need to buy now
- Plan to buy within a year
- Need to sell a property
- Just shopping

Name _____

Address _____

City _____ State _____ Zip _____

Phone (____) _____ Email _____

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PURCHASE OFFER - Page 1 of 2 Worksheet for Negotiation

Seller's Name: _____

Seller's Address: _____

Seller's Telephone #: _____ E-Mail: _____

Buyer's Name: _____

Buyer's Address: _____

Buyer's Telephone #: _____ E-Mail: _____

Property Address: _____

Property City, State, Zip: _____

Purchase Price: _____

A. Earnest Money: _____

B. Who is Holding Deposit: _____

How Long does the Seller Have to Consider this Offer? _____

Financing Considerations:

Prequalification Letter Due (date) _____

Any Seller Financing: _____

Proposed Closing Date: _____

Rent/Day if Sellers Occupy Home after the Closing: _____

Who Pays for Points, Inspections, Repairs? _____

Personal Property Included in Sale: _____

Additional Contingencies (i.e., financing, inspections, etc):

THIS DOCUMENT IS SOLELY FOR THE CONVENIENCE OF THE PARTIES.
THIS IS NOT A BINDING AGREEMENT.

PURCHASE OFFER - Page 2 of 2

Offer Assessment Criteria For Sale of Property

We would like to thank you all for your sincere interest in our home. We will be reviewing all offers and measure them against the below criteria consisting of 10 items. We will accept the offer that bests meets our criteria.

- 1. Buyer agrees to use TITLE/SETTLEMENT COMPANY and Legal Services chosen by Seller - which is what we (the sellers) are most comfortable with. YES NO**

- 2. Buyer Is PRE-QUALIFIED By Bank Or Mortgage Company - YES NO N/A**

- 3. Buyer Is PRE-APPROVED By Bank Or Mortgage Company - YES NO N/A**

- 4. Buyer Is Using REALTOR To Assist In Sale of Property - YES NO N/A**

- 5. Buyer AGREES TO PAY COMMISSION TO THEIR REALTOR - YES NO N/A**

- 6. Buyer is asking Seller TO PAY PART OF COMMISSION? - YES NO N/A**
If So, What Percentage? _____%

- 7. Buyer Purchase of Property Is CONTINGENT ON SALE Of Buyers Current Residence - YES NO N/A**

- 8. Buyer MOVE-IN DATE Accommodates SELLER MOVE-OUT DATE - YES NO N/A**

- 9. Buyer Agrees To Purchase In "AS IS" CONDITION - YES NO N/A**

- 10. Are There Any CONTINGENCIES (INSPECTION, FINANCING, HOME SALE, ETC.)? YES NO N/A**



✓ Walk-Thru Inspection Checklist

Compliments of For Sale By Owner Services

Property Address: _____

Inspection Date: _____

KITCHEN APPLIANCES

- ___ **Dishwasher** - Does it run a complete cycle?
- ___ **Oven/Range** - Do they heat up? (Suggest using an oven thermostat to adequately test.)
- ___ **Garbage Disposal** - Operational?
- ___ **Instant Hot Water Dispenser** - Operational?
- ___ **Microwave Oven** (Suggest testing with a bag of popcorn.)
- ___ **Exhaust Fans** - Operational?
- ___ **Trash Compactor** - Operational?
- ___ **Food Center** - Operational?

ELECTRICAL

- ___ **Door Bell** - Working properly?
- ___ **Light Switches** - Check all in each room of house
- ___ **Outlets** - Check all in each room of house
- ___ **Ceiling Fans** - Operational?

PLUMBING

- ___ **Toilets** - Flush properly?
- ___ **Linoleum** - Any discoloration around toilet/tub?
- ___ **Sinks** - Have adequate drainage?
Any visible signs of leakage? (Look for spongy/stained pressboard under sinks.)
___ Kitchen? ___ Bathrooms?
- ___ **Shower/Tub** - Faucets working properly?
Drainage adequate? If there is a recirculating pump, do you have to wait for hot water?
- ___ **Faucets** - Working properly?

WATER HEATER

- ___ Is the heater making any "popping" or "pinging" noises? (If so, heater probably needs to be drained.)
- ___ Any visible signs of leakage?
- ___ Is there hot water?
Note: Utility company may inspect water heater free of charge.

HEATING SYSTEM

- ___ Do you know how to use the thermostat?
- ___ Does warm air come out of vent when unit is turned on? (Suggest checking all rooms.)
- ___ Has the filter been changed? (Suggest changing filters at least twice a year!)

MISCELLANEOUS

- ___ **Garage Door Opener** - Operational?
- ___ **Air Conditioning** - Operational?
Do you feel cool air from vents?
- ___ **Washing Machine** - Operational?
(If transferred in the sale.)
- ___ **Dryer** - Operational?
(If transferred in the sale.)
- ___ **Refrigerator** - Operational?
(If transferred in the sale.)
- ___ **Pool/Spa** - Motor and Pump Operating?

THIS HOME INSPECTION HAS BEEN RECOMMENDED TO ME BY MY AGENT FOR MY BENEFIT. I CONDUCTED THIS INSPECTION MYSELF AND ALL NOTATIONS ARE MY OWN.

I UNDERSTAND THAT THE FINAL HOME INSPECTION IS MY RESPONSIBILITY AND THAT THIS FORM IS SIMPLY A GUIDELINE AND NOT ALL-INCLUSIVE. I UNDERSTAND THAT IT IS MY OPTION TO HAVE A PROFESSIONAL HOME INSPECTION DONE AT MY EXPENSE.

Buyer _____ Date _____

Buyer _____ Date _____

Happy with your FSBO home selling or buying experience ? Tell us about it.

Thank you for allowing us the opportunity to sell your home. Too often we don't get feedback from our clients about their FSBO Home Selling experience. It helps us tremendously by hearing from our clients. We would appreciate it if you would please take a minute to answer the below questions? For your efforts, you will receive a thank you gift.

1. How long was your home on the market with FSBO?
2. How did your buyers hear about your home?
3. What was the most complicated/confusing part of the process for you?
4. Did you attend the home selling seminar?
5. What could we do to improve your home selling experience?
6. Were you in the MLS/MRIS?
7. How did you first hear about For Sale By Owner?

Thank you,

The For Sale By Owner Staff.



FSBO Service Highlights

** Get the FSBO advantage, services to help you succeed **

- **Pricing Assistance** – Avoid the #1 FSBO seller mistake. Appraisal & Comps.
- **Sellers Consultation** – Obtain the knowledge and avoid the common mistakes.
- **#1 Virginia Web Site** – The **ONLY LOCAL** FSBO Virginia Flat Fee Company.
- **Multiple Internet Site Exposure** – Be seen on many FSBO sites, no added cost.
- **Professional Signage** – Same design & quality used by real estate professionals.
- **MLS Advertising** – Low cost listing on the realtor network (fee to agent)
- **Realtor.com** - Added Bonus of a high traffic website for your home.
- **Customer Support** – Questions answered, advice given, we are there to help you.
- **Assistance Option Program** – Contract to Closing facilitated by professionals.
- **Home Selling Book** – Comprehensive resource detailing the selling process.
- **Home Warranty** – Offer you buyer “piece of mind” when buying your home.
- **Home Appraisals** – Have your home appraised and know the true value.
inspectors, fast service.
- **Termite Inspection** – Lowest price, great service.
- **Unlimited Buyer Pre-Qualification** – Assurance that a buyer can obtain a loan.
- **Buyer Rebate** – Get up to 1.5% CASH BACK on your next home purchase.

Low, Flat Fees & NO Commissions.

GO FSBO !!