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For Sale By Owner

Some sellers find the notion of selling their own home appealing.

After all, why not just put a sign in the yard and save that big commission?

Things To Consider When Selling Without a Realtor®

- 87% of all homes sold are sold by Realtors®.
- Only 13% of homes sold are sold For Sale By Owner.
- Many Realtors® are reluctant to show a home that is not listed by another Realtor® because they do not want to get involved with an unknowledgeable seller.
- Your home will not appear in MLS and will not be visible to 5,800 Realtors® in MLS.
- Your family will be subjected to strangers walking through your home without the benefit of having been screened and accompanied by a Realtor®.
- Buyers want to save the same commission you want to save.
- Buyers often view For Sale By Owner properties as bargains ~ if you want full market value for your home, your home may not be attractive to them.
- Some knowledgeable buyers will actually prey upon For Sale By Owner sellers because they know they are not adequately represented by a Realtor®.
- You will still be required to comply with all applicable state and federal laws, including Fair Housing, RESPA, and the Idaho Property Disclosure law. You could subject yourself to enforcement actions or litigation if you violate these laws.
- You will have to make your home available to be shown and be present at all showings.
- You will not have the convenience of a lockbox to facilitate showings when it is convenient for the buyers; thus resulting in lost showings and selling opportunities.
- You will have to negotiate directly with prospective buyers; thereby losing the advantage of having a skilled Realtor® to represent you in negotiations.
- You will not have the benefit of my 34 years' experience and my marketing skills.