

FOR SALE BY OWNER

Note: Remember that you must "touch" the FSBO at least every 3-4 days to be successful. (also, a new saying... Fastest Source of Business Opportunity!)

Items to offer: *5.008 or TDTPA Laundry List #24*

TREC Seller Disclosure form (Texas)

Pre-Qualification form from your lender(s)

Seller/Buyer Net sheets from zip forms or your title companies

Tips on Safety (ideas can be found on realtor.org)

Tips for Staging *Importance of ~~safety~~ staging*

Owner's title policy rate card and brochure about title policy

Moving address forms from post office

Page 1 of E.M. contract and highlight Paragraph 2 off TREC website not zip form (Texas)

Buyer Registration form (like our open house register) and add a column for driver license number (for safety)

REMEMBER AGENCY: (IABS form) (per State law for your State)

Take two (2) Information About Brokerage Service forms (one to be initialed and one to leave)

For one time listings pull the form off zip forms – Registration and fee agreement

Between Owner and Broker (Texas)

REMEMBER: That follow up must be done every 4 to 5 days, as a system is the KEY..

Less than 10% of agents ever follow up with a FSBO. They contact only once and Stop.

Remember: Fastest Source of Business Opportunity and also remember the Do Not Call Laws regarding FSBO's!!!

*Types of Turbale*

*Relocation Assistance*