

Problems That FSBOs May Face

1. Qualifying buyers
2. Safety with showings
3. No MLS
4. Exposure
5. No understanding of contracts
6. Lack of sales skills
7. Market evaluation
8. Not knowing market value
9. Competition
10. No advice from professionals
11. Network
12. Advertising
13. Showings while at work?
14. Answering calls
15. Being impartial & not emotionally involved
16. Measuring wrong
17. Not getting true feedback
18. Lack of signage
19. No objective opinion on how house shows
20. Biased opinion on value
21. Can't negotiate well
22. RPR