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Advantages and Disadvantages of for Sale by Owner by [Jim Soun](#)

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One of the most important decisions homeowners can make is how they could sell their properties, which may include their house. There are many ways in buying and selling properties in the real estate industry. One, the seller can make an ala carte contract with a flat fee broker. Second, the seller can have his property for sale posted in a real estate listing. Third, the seller can have his property posted on a list on mls. And finally, some sellers opt to sell their properties on their own. Their transactions are called for sale by owner.

A for sale by owner (FSBO) transaction, which is usually pronounced as "æfis-bo" is another term used in the real estate industry where the sellers have their properties sold exclusive of any help from a flat fee broker or real estate agent. In this practice, more often than not, the seller is being guided by a lawyer throughout the whole process of the sale.

An advantage to this method is the avoidance of paying commissions to a flat fee broker which makes it one of the major reasons why most homeowners opt to go for the for sale by owner method. The seller can save thousands of dollars and he can sell the property faster. Another advantage is that the seller has all the time to focus on looking for buyers and have all the options on where to post an ad, when to schedule an open house. The seller has all the time and he can set his own schedule!

This option doesn't only have advantages, it also has downsides too. Disadvantages include a situation where the seller decides to have his property posted on a real estate listing or have it included in a list on mls, and if there is a buyer who has a deal with a broker and wants that property, chances are the broker will ask the owner to pay him/her a percentage which will serve as a finder's fee for introducing the buyer. Another would be if the seller opts to deal with a broker and have it posted on a real estate listing or even have it included on a list on mls; chances are the property will not be top priority for brokers have other clients too.

Nothing's wrong in taking risks on how the owner decides to sell his properties. It is still better to weigh options first and then decide on which is best.

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Jim Soun is a shrewd consumer who writes about personal finance and real estate topics like: a [for sale by owner](#), list on mls, real estate listing, a [flat fee broker](#).

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