Items That Help FSBOs

1. How to stage their home for showing - can be the same handout that you give to your sellers.
2. How to conduct an open house instructions and a guest sign in log - **offer to prequalify their visitors lists.**
3. A lead-paint disclosure brochure from HUD and how they can obtain lead-paint disclosure pamphlets.
4. A list of suggested inspections often required by sellers—home inspection, termite inspection, radon, etc.
5. Sellers' and buyers' net sheet for calculating what they will realize in the transaction.
6. Marketing suggestions such as posting on web sites, and newspapers and home books. **Give pricelists**
7. A brief overview of mortgage financing, fixed and adjustable loans, points and loan-to-value ratios.
8. A form explaining how to qualify buyers branded with you and your favorite lender.
9. A list of required property disclosure forms.
10. A copy of a sample HUD 1 Settlement Statement.
11. An explanation of a short sale.

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