

FSBO vs. REALTOR®

THE SMART CHOICE

SOURCE: National Association of REALTORS®, 2023

Thinking of listing or selling your home yourself? Consider the statistics below before undertaking the challenges and limitations associated with For Sale By Owner (FSBO).

SELLING WITH A REALTOR®:

Higher Sale Prices:

FSBOs often regret pricing and nearly half feel they would have gotten more with an expert REALTOR® guiding the sale. Median sale price with agent is \$405,000 vs. \$310,000 for FSBO.

Faster Sales:

Many FSBOs wait more than three months before accepting an offer, while REALTORS® move quickly to maximize market exposure and coordinate showings.

Less Stress:

Selling is stressful. FSBOs shoulder the entire burden versus leveraging a REALTOR®'s expertise and support team to reduce the toll. On average, FSBOs were 52% more overwhelmed than sellers who worked with a REALTOR® and 40% struggled to understand their contract.

More Satisfaction:

Home sellers working with REALTORS® have vastly higher satisfaction rates (77% overall) thanks to higher prices, faster sales, and reduced stress levels.

Contact a **REALTOR®** and learn how to make your sale seamless and profitable!

**FOR
SALE
BY OWNER**

SOLD

