

For Sale By Owners

\$599 + 1%, FSBO Assistance plan

What you need to do before engaging Atomic Realty.

- 1) Come to an agreement on price with your Buyer.
Atomic Realty will provide to you, at no charge, a comparative market analysis (CMA) to suggest a range of prices of your home is worth. Just tell us what you're planning and we will work one up. Why would we do this at no charge? Because we would like to create a relationship with you and hopefully you will use one of our plans.
- 2) Confirm Your Buyers have a prequalification or a preapproval letter, or for a cash buyer a proof of funds letter.
This is not required but this helps you make sure you are comfortable with Buyer's ability to complete the transaction before agreeing to sell it to them.
- 3) Discuss whether the Buyer is going to have an inspection done, or are you are going to have an inspection done, or the Buyer is waiving inspections altogether. Why would the parties want to have a pre inspection done? Because it allows all the parties to be informed prior to entering into a contract to purchase. The parties can agree to any repairs upfront saving them all time and conflict. We would need to know if an inspection is going to be done or waived prior to writing up the contract.
- 4) Discuss whether the Buyer or if taking out a loan
as the Buyer's bank will need to have an appraisal done. The Buyer can waive an appraisal, however, if the house does not appraise at the purchase price is the Buyer willing to come up with cash to cover the difference between the appraised values and the higher purchase price or is the Seller will to reduce the price if house doesn't appraise high enough. We would need to know if the Buyer is waiving the appraisal prior to writing up the contract.
- 5) Agree to a date for you and your Buyer to close, generally a month is sufficient.
 - 6) Agree to the earnest money the Buyer will put down at the title company. This is money that the Buyer will lose if they back out of the contract for no valid reason. There is no requirement of earnest money but some amount is customary. This money will be credited to the Buyer at closing.

You will need to have answered these questions prior to Atomic Realty writing up a contract.