

For Sale By Owner

Letting Your Agent Lead

Just when you thought you had the whole home-buying process under control, you fall in love with what everyone's calling a "FISBO", - a house that is For Sale By Owner. Does that change anything? Do the same rules and guidelines apply? And most importantly, can you still purchase the home with the representation of your buyer's agent?

Absolutely. Sellers will agree to work with an agent who brings a qualified buyer to the table. And when you're embarking on an experience as large and important as purchasing a home, it's important that you have a qualified professional representing your best interests - whether the seller does or not.

Just as you would for any other listed property, let your agent be the point of contact with the seller of a FISBO. This is important because not only is your buyer's agent well-qualified and dedicated to serving your needs, in some cases your agent may have to have the first conversation with the seller in order to be able to represent you in the purchase.



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