

## Study Shows \$7500 Avg. Home Seller Savings Using For Sale By Owner Virginia Real Estate Agency

*Independent analysis of the average savings achieved by sellers using GoToFSBO For Sale By Owner Virginia real estate listings and sales services verse traditional Real Estate selling approaches.*

~~Online PR News – 28-July-2010~~ Study reveals the average savings in fees and commissions for sellers using GoToFSBO, the leading [Homes For Sale By Owner agency](#) in Northern Virginia VA, exceeds traditional real estate sales services by over 7,500 dollars. This independent analysis was based on an average home selling price of 250,000 and took into consideration all scenarios involving the For Sale By Owner home real estate selling process. A process that includes fully Licensed GoToFSBO Realtors, Mortgage Brokers, Real Estate Attorneys, the Title Company, Appraisers and Inspection services. The analysis concluded that due to scalable costs higher priced homes resulted in even larger savings.

This savings comparison was compiled using common commission tables involved in the 'traditional' real estate sales process and took into account each of the following established For Sale By Owner real estate sales scenarios:

- For Sale By Owner using a Flat Fee GoToFSBO MLS listing where a Real Estate agent delivers the buyer resulting in a 2.5-3 percent commission.
- For Sale By Owner direct to buyer sales using a basic GoToFSBO package and not involving another Real Estate agent thereby resulting in no commission.
- For Sale By Owner using an all inclusive GoToFSBO package that contains an MLS listing, FSBO magazine & website advertising, signage, brochures, phone support, purchase offer preparation/review and personal assistance from start to closing.

In the above scenarios sellers using GoToFSBO that sold a home for \$250,000 were able to pocket [an extra \\$7500-\\$16,000](#) above and beyond sellers that sold a home for the same amount using a 'traditional' Real Estate sales process. A savings that translated into competitive flexibility in home pricing and a faster turnover even in the current real estate market conditions. When coupled with historically low finance rates the study found the average savings using the For Sale By Owner approach even exceeded the widely acclaimed [First Time Home Buyers federal tax credit](#) and stimulus programs.

According to Debbie Kent, owner of GoToFSBO and a fully licensed Real Estate agent- "In addition to the potential for tremendous savings in fees and commissions 93% of our for sale by owner homes are sold within three to four months even in the current market."

For more information on listing or purchasing a home using For Sale By Owner visit- <http://www.gotofsbo.com> or view the website displayed beneath the 'Media' section of this release. Interested parties are also invited to email or call GoToFSBO owner Debbie Kent using the contact information available below.

About: GoToFSBO has been focused on creating a professional, cost effective and highly visible real estate

service for home owners wanting to sell their property 'by owner' since 1995. With extreme care toward making the process go smoothly, improving the quality of the sales experience and helping sellers save money.

## Media Information

Debbie Kent

dk@gotofsbo.com

<http://www.gotofsbo.com>

call for directions

Woodbridge

VA

22192

United States