

For Sale By Owner Documented Results

Year	Median Sales Price			% Difference
	With A Realtor	As a FSBO	Difference	
2015	\$245,000	\$210,000	\$35,000	16.67%
2014	\$235,000	\$208,700	\$26,300	12.60%
2013	\$230,000	\$184,000	\$46,000	20.00%
2012	\$215,000	\$174,000	\$41,000	19.07%
2011	\$215,000	\$150,000	\$65,000	30.23%
2010	\$199,300	\$140,000	\$59,300	29.75%
2009	\$215,000	\$172,000	\$43,000	20.00%
2008	\$211,000	\$153,000	\$58,000	27.49%
2007	\$240,000	\$180,000	\$60,000	25.00%
2006	\$240,000	\$180,000	\$60,000	25.00%
Average			\$54,844.44	25.09%

EXHIBIT 8-6 SELLING PRICE, FSBO AND AGENT-ASSISTED SELLERS

(Percentage Distribution)

	All Sellers	FSBO			AGENT-ASSISTED		
		All FSBO	Seller Knew Buyer	Seller did not Know Buyer	All Agent-assisted	Agent-assisted only	First FSBO, then Agent-assisted
Median selling price	\$245,000	\$210,000	\$151,900	\$223,800	\$249,000	\$249,000	\$228,000

FSBO's Made **\$18,000 More** after a FSBO Gave up and Listed !
7.66% More Money in 2015!

Source NAR Profile of Home Buyers and Sellers 2006 to 2015 & YourCoachingMatters.com