

# **Contract and Legal Issues**

## **M: How do I make an offer on a "for sale by owner" house?**

This is easier than dealing with a Realtor since everything is negotiable, and you can usually write up more items in the contract in your favor. We use the contract in the CustomerHub. To calculate the MAO, run the numbers through the Offer Calculator in the CustomerHub in Module 3 of YFM or the FT.

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