

# Components of a FSBO Checklist

## 1. Set Realistic FSBO Expectations

- Determine FSBO State Laws & Requirements
- Decide About Working with a Realtor
- Formulate a Moving Plan
- Attend Some Open Houses

## 2. Calculate Your FSBO Price

- Learn About the Market & House Sales
- Set Your High & Low Price

## 3. Ready Your House

- Increase Curb Appeal
- Declutter the House
- Make Small Repairs & Replacements
- Hire Professional Cleaners
- Clean the Unseen

## 4. Design & Execute Your Marketing

- Create a Flyer & Yard Sign
- List on MLS or Local Realtor Site
- Consider Online & Traditional Advertising

## 5. Prepare for an Open House

- Make Sure Forms are Ready
- Set the Mood
- Let Visitors Tours & Answer Questions
- Display a Sign-in Sheet
- Contact Visitors with 24 Hours

## 6. Negotiate a Fair Price

- Find Out About Pre-Qualification
- Assess Offer & Counter Offer
- Accept Earnest Money
- Set Expectations for Inspections & Closing

## 7. Complete the Closing

- Decide on a Title Company
- Open an Escrow & Deposit Earnest Money
- Sign Paperwork to Complete the Sale
- Clean Up Final Details