**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. **Consider 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

1. **Design & Execute Your Marketing**

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

1. **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

1. **Negotiate a Fair Price**

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

1. **Complete the Closing**

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

