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