

## Pre-market checklist

<input type="checkbox"/> Be current on all maintenance <input type="checkbox"/> No pending repairs	<input type="checkbox"/> Touchup home <input type="checkbox"/> Declutter and clean home
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## Creating your FSBO ad

<input type="checkbox"/> FSBO sign in window and yard <input type="checkbox"/> Flyers with link to online ad <input type="checkbox"/> Pay for buyers via advertised 3% agent commission	<input type="checkbox"/> Free ad on Zillow or Craigslist <input type="checkbox"/> List of home features <input type="checkbox"/> 5 minute video <input type="checkbox"/> Pictures of each room & outside
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## Getting SOLD

<input type="checkbox"/> All agreements in writing <ul style="list-style-type: none"> <li><input type="checkbox"/> Escrow instructions OR</li> <li><input type="checkbox"/> Realtors contracts</li> </ul> <input type="checkbox"/> Offer 3% commission to buyer's agent if one is used	<input type="checkbox"/> Insure title <input type="checkbox"/> Use escrow to disperse funds <input type="checkbox"/> BE HONEST in sale
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**WORD TO THE WISE:** FSBO is incredibly risky. Agents are required to carry insurance for all transactions they perform. You have no such insurance. You have no process to follow state laws and properly disclose to the buyer. You have nobody with experience to advise you. You have limited if ANY access to a bulk of the buyers in the market place. At best you have unreliable information to base your sales price off of. You could leave equity on the table and not know it, or worse yet price wrong and never sell. And you are on your own. People do perform FSBO transactions without agents though and if you would still like to give it a shot knowing this we wish you the best of luck. Hope these guides are of some help to you. This information is offered at your risk we assume no liability for your FSBO in providing this to you. Should you like advice contact us and we'll list your home.

**Call Matthew Jeschke / Tierra Antigua Realty if you would like to list your home**

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