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For Sale By Owner Checklist

Selling your home yourself is very doable when you work it in order. Start at the top and check things off as you go.

1. Price It Right

- [ ] Look at homes that have **sold** near you, not just homes for sale.
- [ ] Price from those sold numbers, not from what you hope to net.
- [ ] Write down your bottom line number before the first showing.
- [ ] If showings are slow after two weeks, review the price honestly.

2. Get It Ready

- [ ] Declutter every room, then give the whole home a deep clean.
- [ ] Fix the small stuff: drips, squeaks, burned out bulbs.
- [ ] Touch up paint and make the front entry inviting.
- [ ] Take bright photos in daylight, or hire a photographer.

3. Michigan Paperwork

- [ ] Fill out the Seller's Disclosure Statement completely and honestly.
- [ ] Fill out the Lead-Based Paint Disclosure if your home was built before 1978.
- [ ] Keep a copy of every form you hand to a buyer.
- [ ] Gather manuals, warranties, and your average utility costs.

4. Market It

- [ ] Post on the FSBO sites and social media, best photos first.
- [ ] Put a sign in the yard with a phone number that gets answered.
- [ ] Decide what you will offer a buyer's agent, and say so in your ads. Buyers will consider a home more seriously if their agent's fee is covered.
- [ ] Tell your neighbors and local groups. Word of mouth is real.

5. Showings and Safety

- [ ] Show by appointment only, and get a name and phone number first.
- [ ] Have another adult at home, or nearby, during showings.
- [ ] Put away medicines, valuables, and personal paperwork.
- [ ] Leave feedback forms and a pen on the kitchen counter.

6. Offers and Closing

- [ ] Get every offer in writing, with a pre-approval letter or proof of funds.
- [ ] Read the contingencies and the dates, not just the price.
- [ ] Have a title company or a real estate attorney handle the closing.
- [ ] Nothing moves in, and no keys change hands, before the sale closes and funds.

> Stuck on any step, or just want a second set of eyes before you sign something? That is a normal part of selling on your own, and it is exactly the kind of question we answer for free.

Provided as a courtesy by **Tony & Kelly Holguin, The Holguin Team, ERA Prime Real Estate Group**, 734-686-5958, www.TheHolguinTeam.com.

Free downloads, including both disclosure forms and our showing feedback form, are waiting on the For Sale By Owner page of our website.

This checklist is a courtesy guide to help sellers stay organized. It is not legal advice. For legal questions about your sale, talk with a Michigan real estate attorney.