

1. Prepare your home for sale:

Paint, fix and clean your home so it looks well kept, inside and out. Reduce clutter by organizing and removing items such as extra end tables, furniture, children's toys etc. If space is an issue you may want to rent a storage unit for the time being.

2. Appraise and price your home:

For approximately \$200 you should be able to hire a professional to come and appraise the value of your home. A professional appraisal and market analysis can help you assess your home so you won't charge too much or too little. [Click here](#) to get a list of our preferred appraisal partners.

3. Acquire and fill out the necessary forms, including:

residential offer to purchase, real estate condition report and lead paint addendum, and any others that your attorney has recommended. [Click here](#) to download and print off (PDF) the necessary forms.

4. Find an attorney:

Find a real estate attorney to help interpret and draft forms. I found my first FSBO sale to be worry-free with the help of a professional for a fraction of what it would have cost for a broker. [Click here](#) to get a list of our preferred real estate attorneys.

5. Advertise your home:

Draft a Homeowner's Information Sheet and/or Advertising Flyer to place on your yard sign for people passing by. This feature is FREE OF CHARGE for those customers who advertise on FSBO Wisconsin. All you need to do is enter your information and print it out! [Click here to see a sample](#) of our Homeowner's Information Flyer. It also helps to advertise your home anywhere you can. Advertising in your local paper and shopper is also a good idea. You should be able to have a smaller ad by directing readers to FSBO Wisconsin for further information and pictures while still saving money. Here's a sample ad to use as a reference:

FSBO - 316 KENT STREET
4 BR, 1 BA, Cape Cod w/lots of charm.
For more details and pictures view online
@ www.fsbowisconsin.com | ID#99055
or call (715) 555-9055

6. Advertise with signs:

Put up the appropriate signs directing traffic to your home. Make sure to contact neighbors, homeowners, and city officials regarding any existing ordinance to ensure your sign is placed legally. [Click here to view our supplied signs](#) available with our advertising packages.

7. Schedule an open house:

Schedule open houses during peak hours on the weekend. I found any time between 11:00 a.m. and 4:00 p.m. to work the best. Additional signs and balloons can also help gain exposure to oncoming traffic. Don't be too pushy when people come in. Offer them an informational form, tell them you'd be happy to answer any questions they have and make sure to present them with the real estate condition report, lead paint addendum and a residential offer to purchase form before they leave. [Click here to download the forms FREE.](#)

8. Counter offer:

Upon receipt of an offer or counter-offer, consult with your attorney (if you have one). Make sure to review the offer carefully. [Click here](#) to get a list of our preferred real estate attorneys.

9. Accept an offer to purchase.

10. Make closing arrangements:

Make arrangements for closing the deal such as securing a closing date, final utility readings, arranging for title insurance, hiring movers etc. [Click here](#) for a list of preferred title insurance companies and [Click here](#) for a list of preferred movers.
