



Realtor Information Packet

Information for Realtors Representing Tenant-Buyers

Realtors play a crucial role in guiding tenant-buyers through the rent-to-own process. Below are key considerations and responsibilities for realtors:

1. Educate Your Clients:

- Explain the rent-to-own process, including benefits, risks, and financial implications.
- Ensure clients understand the terms of the lease-purchase agreement, including the option fee and purchase price.

2. Evaluate Suitability:

- Assess if rent-to-own aligns with your clients' long-term homeownership goals.
- Verify that clients are financially prepared to meet the lease and purchase requirements.

3. Review Agreements:

- Collaborate with attorneys or financial advisors to review lease and option agreements.
- Confirm that agreements are clear, fair, and protect your clients' interests.

4. Stay Engaged:

- Monitor your clients' progress in improving credit and securing financing.
- Provide support throughout the lease term to ensure clients meet deadlines and obligations.

5. Market Knowledge:

- Stay informed about local rent-to-own opportunities and market conditions.

- Guide clients on comparable property values to ensure the purchase price is competitive.

6. Professional Network:

- Connect clients with trusted mortgage brokers, credit counselors, and attorneys to support their journey to homeownership.

Frequently Asked Questions

- 1. How is my commission paid?** We pay a 3.5% commission to the representing Realtor at the end of the term (when they have closed on purchasing the home). If the Tenant does not purchase the home, then the commission is not paid out. The commission guarantee is built into the contract and is sent to you for review before contracts are signed. We also pay a placement fee of \$500 upfront when the tenant signs the contracts. This placement fee is not part of the commission.
- 2. How are prices determined?** Comps are pulled off of the MLS. A 3% appreciation is added per year on top of that price to account for a standard appreciation of that property.
- 3. Is my client a good fit for this program?** Typically, this program is best for people who need time to work on their credit, income, savings, job history, etc before they can qualify for a mortgage. So if you have a client who is in that position, then we would love to have them work with us! However, even if your client can immediately qualify for a mortgage, then they can also be a great fit for the program! In that case, we can even negotiate terms much less than the typical 3 year term if it works for all parties.
- 4. What resources are provided to my client?** While you may already have the resources to give to your client, we do have recommended lenders and credit repair resources that we can provide them to help them throughout the process so that they have the tools needed to qualify at the end of their term. We do NOT receive any kind of compensation from these companies for recommending them to your client and your client is NOT required to work with them.

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