| ***SHARING FORWARD***  ***REALTY***  ***A Unique Approach to Your Home*** |  |
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# How does it work to sell my hoMe?



1. Pick a good realtor!!

2. Agency agreement - Gives me permission to work on your behalf.

3. You fill out:

A. Residential Disclosure – you tell a potential buyer the things you know about your house.

B. Lead Base Paint - If your house built prior to 1974 there may be lead base paint.

4. Listing agreement – agreement between you and my company defining how you want to sell your house. It includes:

A. Selling price?

B. Do you want lockbox on your house for realtor to access?

C. Do you want to confirm appointments directly or do you want me to take the calls, find out if the time is acceptable from you, and confirm or deny appointment?

D. Tell realtors about current offers? (Can tell only if there is another offer but not details of the offer)

E. Do you want to give possession to the new buyer at closing, or 30 after closing or……

F. Realtor fees- 3% of selling price for me, 3 % for buyer’s agent.

5. I take pictures and get details of your home, i.e. room measurements, and your thoughts as to why your home is special.

6. Sign in yard and listing in Realtor.com, Zillow, Trulia, just to name a few.

# WE HAVE AN OFFER!!!! Now what?

1. Written offers come to me in writing. Offer includes:

A. What price is buyer offering?

B. What are the terms of financing? Some loans have fewer hoops to jump thru for seller.

C. Does buyer want home inspection? No inspection is easier for seller.

D. Does buyer need help with closing costs?

E. How much earnest money is proposed buyer willing to put down?

F. Does the buyer have a house to sell before buying your house?

G. Expiration date/time for the offer. Usually 24-48 hours.

H. What title company will be taking care of the transaction.

I. Taxes are usually prorated. You pay for taxes for the time you live in the house. This is done by giving buyer credit at closing. See example on attached settlement statement.

2. Now we have 2 offers – evaluate them based on the things above. Which offer is best for you. It may or may not be the highest bid.

3. If offer is ok but not great price, you may propose a counter offer, i.e. tell potential buyer we need a higher selling price or more earnest money or less closing costs or……

# WE HAVE AN OFFER THAT WE LIKE!!!! Now what?

1. Buyer gives earnest money check to my company. It is deposited into an account especially and only for earnest money.

2. If inspection is ordered, buyer schedules inspection.

He/she has only a certain number of days to give you the results of the inspection.

He/she may ask you to make some repairs, usually based on safety concerns, i.e. bare wires, broken concrete on porches.

You can choose not to make repairs and back out of the contract. If you back out, earnest money returned to potential buyer.

You keep earnest money if buyer backs out for any reason other than there is a major issue with the house that may affect the value.

3. May be adjustments along the way due to requirements for the buyer’s loan. We will do Amendment(s) to handing these things as they come.

4. House is appraised for purchase price meaning evaluated for its worth. Is it worth what the bank is loaning on it? If it does not mean selling price, may need to adjust selling price down to reflect that value.

5. Closing is set. Buyers do FINAL WALK THRU to make sure no changes have been made since they saw it last.

6. Settlement statement distributed a few days before closing. See attached example.

7. CLOSING!!!!! You get your funds from the sale. Sign original disclosure form again saying the condition of the house has not changed