

REASON FOR CONTRACTS

WHY DO YOU NEED TO SIGN A CONTRACT BEFORE INSPECTIONS AND APPRAISALS ARE ORDERED, OR BEFORE MARKET LISTINGS ARE MADE?

We won't start spending our money on selling your home until we know you're committed to selling. As soon as you commit to selling and sign the Standard Purchase and Sale Agreement, our company moves into action--and dollars start flying (on our end). We take the contract and an Earnest Money Deposit (EMD) to the Title Company, which opens ESCROW. Then, during the short DUE DILIGENCE time period (typically between 10-20 days), the END BUYER/INVESTOR orders an inspection and appraisal (which can both cost between \$200-\$600!). A MARKET LISTING can cost us upwards of \$500 to list your home. So, for understandable reasons, we don't want to spend our money unless you're committed to selling your home...thus the contract.