



UNITED
REAL ESTATE

Home Sellers & Buyers Guide

Dallas / Fort Worth & North, TX

The Sellers & Buyers Guide

A GUIDE TO THE HOME SELLING & BUYING PROCESS

Welcome!

Most buyers and sellers who begin the process of looking for a home begin the journey filled with excitement and a bit of trepidation.

This is understandable when you consider that selling and/or purchasing a home is one of the biggest financial decisions you will make during your lifetime.

Not only do we understand this, we believe that home ownership is something you can be proud of. We believe, it's an honor and privilege to ensure that the home buying or selling process is the most pleasurable experience possible.

Whether this is your first home or your tenth, this guide is intended to help you navigate the home buying & selling process.

Let's get started on the journey of getting you the home you want!

With Shawn Buck with United Real Estate

Introducing

United Real Estate – Shawn Buck

We founded right here in Dallas / Fort Worth, Texas and have since grown into a brand recognized within the real estate community for our promise of delivering a 5-Star experience to buyers and sellers through our dedicated professional team and unique use of emerging technologies. We are always striving to stay ahead of the market by partnering with emerging technologies that lead the market and give the competitive edge in marketing and selling homes.

Holding true to our DFW heritage, our brokerage sponsors many events throughout the year to give back to the community.

We strive to live a Family Focused Life, and our passion is helping others reach their goals and have a more fulfilled life one home at a time. We provide a straightforward, upfront and honest approach to buying, selling or investing in real estate.

Shawn Buck grew up ranching in a small community in North Texas. After high school, he joined the USAF for 4 years' active duty as a Crew Chief on HC-130P's in a Combat Search and Rescue unit with two tours of duty to Uzbekistan/Afghanistan and Africa during Operation Enduring Freedom. After the military, he attended Texas Tech University with a major in business marketing. Upon graduation, he joined the corporate world selling IT communications to the federal government for 7+ years. Now he, his team and brokerage have the pleasure of helping people Buy, Sell and Invest in Real Estate across Dallas / Fort Worth and the surrounding areas. Also, he is a real estate investor building a rental portfolio. His hobbies include: traveling, golfing, hanging out with friends/family and spending time at the ranch.

Real Producer Tarrant County Top 500 Agent - 2023

Real Producer Tarrant County Top 500 Agent - 2022

America's Top 100 Fort Worth Metro - 2021

Real Producer Tarrant County Top 500 Agent - 2021

Indwell Real Estate Top Perform – 2018 - 2019

Keller Williams Realty Capper - 2015 - 2017

Sales Achievement Summit – 2012

Sales Achiever's Club – 2011

Texas Tech University - BBA Marketing – 2009

Dedicated Crew Chief of the Year USAF - 2005

It's Time for

A NEW APPROACH TO SELLING YOUR HOME

Gone are the days when an agent could just put up a listing in the Multiple Listing Service and sit back and wait for another agent to sell the house for them. If all it took to sell a house was simply putting it in the MLS, wouldn't everyone be selling their homes themselves? Don't you owe yourself more than the status quo?

It's time for a us as your agent, with new marketing, new buyers, and most of all... new possibilities. Ultimately, our goal is to **sell your property** for the **most money possible**, and in the process re-connect you with the excitement you originally felt upon first listing. And here are some of the ways we achieve this:

- **Pre-MLS Marketing**
- **Professional Photography**
- **Premium Online Placement**
- **Staging**
- **Dedicated Social Media Promotion**
- **Video/Virtual Marketing**
- **5-Star Response Time to Buyer Leads**
- **Pro-Active Telephone Marketing**
- **Highly-Skilled Sales Force**
- **Innovative Real Estate Brokerage**

Easy-Exit Agreement - Just as the name implies, our Easy-Exit Listing or Buyers Agreement

Results Are What Count - Anyone can make empty promises or use cheap gimmicks to get your attention. The only true measure of a good job is the end result: that your house gets sold.

This marketing piece is not intended as a solicitation for properties or clients currently in an exclusive agreement with another Broker.

TOP 10 REASONS

TO SELL or BUY A HOME

1. **Quality of Life** - Home ownership is part of a better quality of life for most buyers. The quality of our living situation directly impacts how we feel.
2. **Avoid the Tax Man | Tax Deductions** - Buying a home helps you avoid the tax man with tax deductions for both mortgage interest and property taxes. Property taxes and qualified interest are deductible on an individual's federal income tax return.
3. **Spend Money to Make Money** - With the right real estate consultant, home ownership and the potential for appreciation means that ultimately you have the opportunity to get a return on your investment.
4. **Deferred Gain and Capital Gain Treatment** - A homeowner can exclude up to \$500,000 of capital gain tax if married and filing jointly or up to \$250,000 if single or filing separately when you sell your home. The home must have been the taxpayer's principal resident for the previous two years.
5. **Principal Accumulation** - As a homeowner, a portion of each amortized mortgage payment typically goes to principal, which in the long run is an investment.
6. **It's The American Dream** - Owning a home is THE American Dream. We work with many first time home-buyers; and it truly is a dream come true for them.
7. **Independence** - For many homeowners, one of the greatest freedoms is acquired through home ownership. They can get rid of their landlord and are no longer surrounded by neighbors in an apartment with thin walls. The freedom to do whatever they wish with their homes is a big incentive for many new homeowners.
8. **Leverage** - At the current interest rates, you can put your money to work somewhere else. These days you can still purchase a home for as little as 3.5% down.
9. **Why rent when you can own?** The real cost of renting at \$700 per month with 6% rental increase per year means you will pay \$110,719 over 10 years. Just think, you could almost pay off a home for that amount!
10. **Because you get to work with us!**

12 Critical Questions

TO ASK AN AGENT BEFORE YOU SELL or BUY

Now that you have a background regarding the *Reasons to Buy a Home* and *5 Buying Tips*, the question is how will you be able to make sure that you not only find your dream home but that you ensure that the real estate agent you choose to represent you has the knowledge and expertise to help you with the biggest financial decision you will make in the next 5 years?

Unfortunately, many people choose a real estate professional based on the idea that all real estate agents are basically the same. They sign with the first agent to come along, only to realize too late that they should have "shopped around."

The following questions are designed to help you avoid that mistake by equipping you with what to look for when selecting an agent to represent you.

First, start by asking friends, acquaintances and/or family for the names of real estate agents they know. A personal referral is the absolute BEST manner in which to select your professional real estate agent. Once you have compiled a list of names referred to you based upon a great experience, use this guide to help you determine which agent is the best for YOU. We recommend interviewing at least 2-3 real estate agents.

Here are the questions you should ask each agent:

1. ***Can you send me some information about yourself?***
Look for professionalism and consistency. What are their professional accomplishments? **See page 3**
2. ***How do you approach your work?***
Look for a businessperson that has a strategy and a team to work with. **We approach every situation straight up and with honesty and integrity.**
3. ***How many homes have you closed in the past year?***
Look for an agent who is active in your area and at the top of their industry. Part-time agents are simply unable to keep up with the ever-changing demands of the market. A good rule of thumb is a minimum of 10-15 transactions. Why settle for less? **We are a full team working every day to buy and sale homes for our clients, friends and family. See page 20**
4. ***What is the dollar volume of homes you have sold in the last year?***
Beware of agents who use their company status vs. their own. **We've helped 1000's of families buy and sell properties across North Texas. See page 20**
5. ***What is the best way for me to get in touch with you?***
You should know exactly how to get through to your agent or assistant. **You can call, text or email.**

12 Critical Questions to Ask an Agent Before You Buy (continued from previous page)

6. ***How long have you been in business?***

Longevity in the industry does not always mean success. However, look for an agent that has been in the business for a minimum of three years. The fall-out ratio for agents in the business less than 3 years is over 80%. While experience is important, accomplishments are more important. How many homes have they sold in the area you are looking? **We have been in business over 9+ years and looking forward to the next 20 years.**

7. ***Do you have a personal assistant or other support staff working for you?***

Most top agents employ (out of their own pocket) an assistant or staff. It is imperative that the agent has support in order to take care of the details of the transaction. How can your agent be actively showing homes to clients and working on the details of your closing at the same time? Things will fall through the cracks and that could cause critical problems for you. **Yes, we do have a staff and other support personal to make each transaction go as smooth as possible.**

8. ***What will you do keep me informed?***

Do you want daily or weekly reports from your agent? Will the agent be able to meet these expectations? Determine how much communication you want, and then find an agent who will give you the attention and time you want and deserve. **We can provide many weekly reports and calls based on your needs.**

9. ***Can you provide me with further resources I may need?***

The best agents have built strong relationships with their "Teams" and can often get expedient service or be able to "cash in a favor" for you should a crunch or problem arise. **Yes, we have a large network of resource available. Ask for our vendor referral list.**

10. ***Can you give me some references from other clients you have worked with?***

Don't be afraid to ask for references. An agent who provides raving fan service and is proud of their work will be happy to provide references. Look at their ratings and reviews on sites like Google, Zillow and Yelp. **Check out or online reviews.**

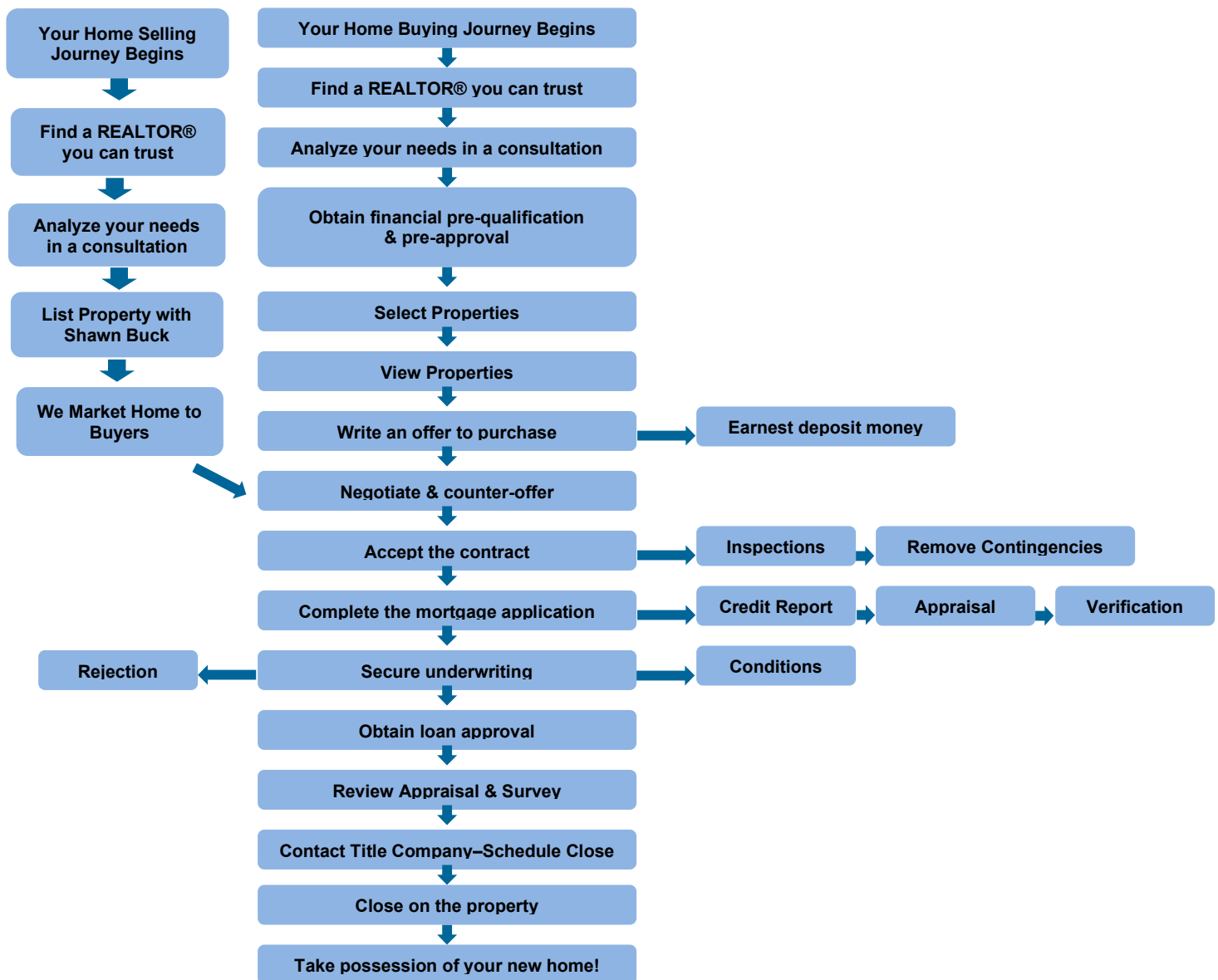
11. ***What awards or accolades have you received in the past couple of years?***

Make sure that your agent is a professional, well regarded and at the top of the industry. They will be more knowledgeable and will be able to best represent your interests based on experience and reputation. **See page 3**

12. ***Are you a fiduciary? And how will you represent my best interests?***

Absolutely do not hire someone that you don't believe will represent YOUR best interests at all times. Have your agent give you examples of how they represent their client. Remember that finding the home is the easy part, true representation begins when you sign a contract and continues through negotiation and closing. Ask around for horror stories and you will find that they don't involve the home search BUT after the contract was signed! **We are happy to discuss over the phone or in person.**

The Home Buyers & Sellers Process 10 Steps



The Home Buying & Selling Process

10 Steps

1. Get pre-qualified with a lending specialist
2. Shop for your dream home with an accomplished real estate professional
3. Choose a top 2 list
4. Place an offer on #1
5. Be prepared for a counter offer
6. Sign and date the effective contract
7. Take note of the option period
8. Order inspections and negotiate repairs
9. Terminate or proceed with the contract
10. After final approval, go to closing to sign and own your new home

In addition to the 10 steps to buying a home you will need to consider the following up-front costs in order to determine if you have the appropriate cash reserves to get started:

- Earnest money – typically 1% of sales price - the amount of earnest money is negotiable and varies with the value of the property
- Option money - \$100 - \$350
- Inspection fee - \$400 - \$600
- Appraisal - \$325-\$600
- Credit report - \$75

Now that you know the upfront costs, let's explore what you will need in order to determine your buying power and how to get pre-qualified for financing.

The Pre-Qualification & Pre-Approval Processes

Now that you know you want to buy a house, how do you know how much you can afford and if you can qualify for a loan? The way to get started is to go through the pre-qualification and pre-approval process with a lending specialist.

Pre-Qualification versus Pre-Approval

1. Pre-Qualification is how much money a bank will lend you based on your income, assets, and debts. Pre-Qualification is typically done over the phone with a lending specialist. This is the first step to get started in the buying process. The lending specialist will do a minimal credit review over the phone which means discussing your credit background. When you begin the Pre-Approval process the lending specialist will actually check your credit but during Pre-Qualification they will simply gather basic information regarding your financial and credit situation.
2. Pre-Approval is a more formal process and includes completing a loan application on-line and providing documentation regarding income and assets. During the Pre-Approval process the lending specialist will ask for authorization to check credit in order to analyze debt ratios. Pre-Approval is typically done when you start looking for houses with a real estate agent or prior to writing an offer.

What Factors Affect What I Can Afford?

There are three factors that affect how much you can afford when you decide you would like to buy a home.

1. The down payment - do you have enough liquid cash to make a down payment?
2. Your ability to qualify for a loan - as mentioned earlier this is determined during the Pre-Qualification & Pre-Approval Process
3. The associated closing costs on your home.

How Much is My Down Payment?

Most loans today require a down payment between 3.5% to 20%. Contrary to what many people think, there are still loans that have lower down payment requirements depending on the type and terms of the loan. Keep in mind, if you are able to come up with 20-25% down you will eliminate mortgage insurance.

The Pre-Qualification & Pre-Approval Processes (continued from previous page)

How Much are Closing Costs?

You will be required to pay fees for acquiring the loan and other closing costs. These fees must be paid in full at the closing unless you are able to include them in your financing. Typically, closing costs will range between 3-6% of your mortgage loan.

What Does my Monthly Mortgage Payment Include?

Most lenders require that your monthly payment range between 29-36% of your gross monthly income. Your mortgage payment to the lender includes the following:

- The principal on the loan (**P**)
- The interest on the loan (**I**)
- Property taxes (**T**)
- The homeowner's insurance (**I**)

This is what we call **PITI** and your total monthly PITI and all debt (from installments to revolving charge accounts) should range between 36-45% of your gross monthly income. These key factors determine your ability to secure a home loan: Credit, Assets, Income and Debt Ratios.

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How Much Home

You Can You Afford

Use the following chart to determine your monthly principal and interest payments at various interest rates for either a 15 or 30-year term:

Interest Rate Factors Per \$1,000					
Interest Rates	Term 15 Years	Term 30 Years	Interest Rates	Term 15 Years	Term 30 Years
4	7.40	4.77	8	9.56	7.34
4 ¼	7.52	4.92	8 ¼	9.70	7.51
4 ½	7.65	5.07	8 ½	9.85	7.69
4 ¾	7.78	5.22	8 ¾	9.99	7.87
5	7.91	5.37	9	10.14	8.05
5 ¼	8.04	5.52	9 ¼	10.29	8.23
5 ½	8.17	5.68	9 ½	10.44	8.41
5 ¾	8.30	5.84	9 ¾	10.59	8.59
6	8.44	6.00	10	10.75	8.77
6 ¼	8.57	6.16	10 ¼	10.90	8.96
6 ½	8.71	6.32	10 ½	11.05	9.15
6 ¾	8.85	6.48	10 ¾	11.21	9.33
7	8.99	6.65	11	11.36	9.52
7 ¼	9.13	6.82	11 ¼	11.52	9.71
7 ½	9.27	6.99	11 ½	11.68	9.90
7 ¾	9.41	7.16	11 ¾	11.84	10.09

1. Find the appropriate interest rate from the chart above.
2. Look across the column to the appropriate term to determine your interest rate factor.
3. Multiply the interest rate factor by your loan amount in \$1,000s.

Example:

- Interest Rate = 6.5%
- Desired term = 15 years
- Interest rate factor per \$1,000 = 8.71
- Mortgage = \$200,000
- Monthly Principal & Interest = \$1,742 (8.71 x 200)

Add your monthly insurance premium and your property tax to your principal and interest to determine your total monthly payment.

The above information is provided as a guide. We strongly recommend that you contact our lending specialist to determine exactly home much you can afford.

Loan Application - CHECKLIST

Most lenders will have you go online to apply in order to gain pre-approval. Following is the information you need to provide during the loan application process (these documents are usually uploaded to the lending specialist through a secured link):

General

- Non-expired Government ID and Social Security Number
- Name and complete address for past 2 years of residence

Income

- Employment history, including names, addresses, phone numbers for the past 2 years.
- Copies of your most recent pay stubs and W-2 forms (past 2 years).
- Verification of other income (social security, child support, retirement).
- Copies of signed tax returns including all schedules (past 2 years).
- Social Security & Pension Award letters.
- If you have rental property income: Copies of all signed lease agreements.

Assets

- Copies of all bank statements from checking/savings accounts (past 2 months).
- CD certificates and statements for retirement accounts (most recent 2 months or quarterly statement).
- Gift funds will need gift letter of proof of gift.

Creditors

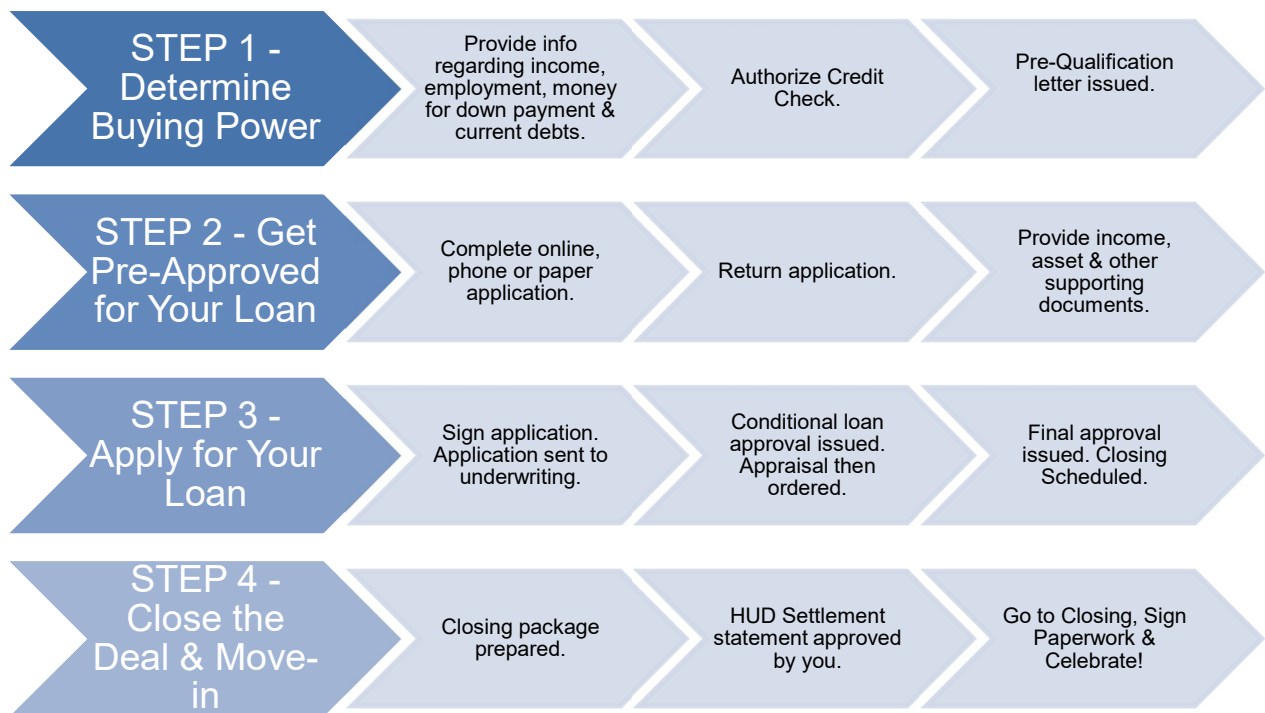
- Credit cards (current balances and monthly payments).
- Installment loans (car, student, etc.).
- Mortgage loans (property address, lender with address, account numbers, monthly payment and balance owed on all properties presently owned or sold within the last 2 years). Bring proof of sale for properties sold..
- Childcare expense/support (name, address, phone number). [VA loans only]

Other

- Bankruptcy – bring discharge and schedule of creditors.
- Adverse credit – bring letters of explanation.
- Divorce – bring your Divorce Decrees, property settlements, quitclaim deeds, modifications, etc.
- VA only – bring Form DD214 and Certificate of Eligibility.
- Retires – bring retirement and/or Social Security Award Letter.

HASSLE-FREE LOAN PROCESS

Our preferred lending specialist provides the following 4-step process:



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10 COMMANDMENTS

WHEN APPLYING FOR A REAL ESTATE LOAN

Last but not least, these are important rules to follow to ensure a smooth loan process.

1. Thou shalt not change jobs, become self-employed or quit your job.
2. Thou shalt not buy a car, truck or van (or you may be living in it)!
3. Thou shalt not use charge cards excessively or let your accounts fall behind.
4. Thou shalt not spend money you have set aside for closing.
5. Thou shalt not omit debts or liabilities from your loan application.
6. Thou shalt not buy furniture.
7. Thou shalt not originate any inquiries into your credit.
8. Thou shalt not make large deposits without first checking with your loan officer.
9. Thou shalt not change bank accounts.
10. Thou shalt not co-sign a loan for anyone.

We hope you have found this guide valuable. When you are ready, give us a call!



Under Contract – Things You Need To Know

Important Dates:

Address:

Title Company:

Executed:

The date the contract was signed by all parties and became officially binding.

Option: **at 5pm**

The dates that you have to make a decision to purchase home, to schedule an inspection, and decide if there are any repairs to negotiate. Option is over at 5pm on the last day. After option period is over you are legally bound to purchase home. FYI Refrigerator does not stay with the house unless negotiated.

Financing:

This is the date which the buyer(s) has until to get full approval of financing. If buyer(s) do not get approved for full financing on or before this date the buyer(s) can terminate the contract and get their earnest money back.

Closing:

This is only the date that the paperwork will be signed by both parties. After closing the banks will review documents and then send money in order to change possession. Sometimes it's the same day. Sometimes it's a day or two after. Only after money has been sent will the sale be complete, this is called funded.

Deliver Option and Earnest Check. In order for a contract to be valid earnest money must be sent to the title company and receipted and option money must be sent to seller and receipted. This must happen within 72 hours of execution. They can be on a regular check, not guaranteed funds and they will be cashed immediately.

Buyer(s) Set up an inspection. During the option period the home can be inspected. There are many inspectors, but I highly recommend one. If you want to use one of the inspectors below you can set the appointment. Typically takes about 30-45 minutes to review his findings. Can be scheduled around you within Option period. Please schedule ASAP once contract is executed. Also, get your quote for insurance. Give Matt or Patrick a call and their info is listed below.

NOTE: DO NOT TRANSFER or WIRE ANY FUNDS WITHOUT VERBALLY SPEAKING TO YOUR AGENT and Title Officer FIRST!!! We will never ask you to wire funds as a Realtor.

Bankruptcy Notice/Note: (Only required if you have previously filed for Bankruptcy) The Lender and/or the Title Company will need a copy of the final bankruptcy proceeding. If you have filed for bankruptcy please send that over, then they can begin the process of removing those judgements in accordance with the proceedings.

BUYER(S) and SELLER(S) COSTS – Based on market trends

Buyer Costs: (Rates May Vary) (Residential Only)

Option Money: (turn in within 72 hours of executed contract) Paid Before Closing/Funding
Earnest Money: (turn in within 72 hours of executed contract) Paid Before Closing/Funding
Home Inspection Fee: \$400 to \$500 on average / Paid Before Closing/Funding
Pest (WDI) Inspection: \$100 to \$150 on average / Paid Before Closing/Funding
Foundation Inspection: Some company's offer a free evaluation
Appraisal: \$400 to \$600 on average / Paid Before Closing/Funding
Insurance on the property will be paid at closing/funding (See HUD) from Title Company
Title Policy: See Net Sheet (HUD) from Title Company
Closing Costs: See Net Sheet (HUD) from Title Company
Final Amount due at closing provided by Title Company (cashier's check)

Seller(s) Costs: (Rates May Vary) (Residential Only)

HOA information request/transfer: \$450 - \$550 on average / Paid Before Closing/Funding
Survey: \$450 - \$550 on average (only if no valid survey is obtained)
Home Warranty: \$400 - \$600 on average
Seller(s) pays prorated taxes from Jan 1 – closing and funding
Seller(s) to continue to make standard payments.
Title Policy: See Net Sheet (HUD) from Title Company
Closing Costs: See Net Sheet (HUD) from Title Company

Schedule the following Inspections ASAP once you are under contract.

Home / Foundation / Pest & Termite Inspections. A list of inspectors and vendors are at the bottom of this document. You can also ask your agent for recommendations.

It is also a good idea to get the roof checked out and have the HVAC serviced as well.

Complete the paperwork. Lender and Title Company may send some documents. All paperwork will need to be taken care of ASAP.

DON'T make any major purchases, especially on credit or open any new credit cards of any kind.

Examples: car, boat, motorcycle, any new lines of credit, new credit cards. If you think it might be something you have a question about call your lender/agent before purchasing.

Setup movers. ***Keys will be given to the buyer(s) after the bank has funded the transaction. Sometimes it's the same day, sometimes it takes a **few** days. You cannot move in until the bank has completed the transaction and funded. See vendor list at the bottom of the document.

Buyer(s) Schedule a final walk-through. Typically scheduled within 24 hours before closing.

Schedule closing. Closing typically takes about an hour. Needs to happen between M-F during working hours (8am – 5pm). Make sure to make time with your work schedule and let your agent or title company know what time works and we can set it up on the closing date above (page 1).

Buyer(s) Setup your insurance provider. Your lender will need this info prior to closing. I have a few excellent Agents that I recommend. They take great care of their clients and even if you choose to use another company, they can help guide you and make sure that you are comparing apples to apples. Give an insurance agent a call during your option period. See vendor list at the bottom of the document.

Have your mail forwarded to your new address?

Pick a Home Warranty – Ask your agent or see vendor list on end of this document.

Buyer(s) Don't Forget to Setup: Utilities, gas, internet, tv, satellite, security, identity theft protection, home phone, wireless phone, bundles, etc. The start date for your utilities should be on the closing date provided in the contract. You can use the utility company of your choice. Other providers listed at the bottom of this document.

Buyer(s) Get a refrigerator. A refrigerator, washer & dryer in Texas are not considered an attached appliance. You will need to purchase one unless it was expressly negotiated in the original contract. However, wait until closing if you are purchasing on credit because it will change your credit liability.

Important: The following improvements and accessories will be retained with the subject property and must be left at the property unless excluded in the executed contract. (See page 1 of executed contract paragraph 2 A,B,C,D)

Exclusions: The house, garage and all other fixtures and improvements attached to the above described real property, including without limitation, the following **permanently installed and built-in items**, if any: all equipment and appliances, valances, screens, shutters, awnings, wall-to-wall carpeting, mirrors, ceiling fans, attic fans, mail boxes, television antennas and satellite dish system and equipment, mounts and brackets for televisions and speakers, heating and air-conditioning units, security and fire detection equipment, wiring, plumbing and lighting fixtures, chandeliers, water softener system, kitchen equipment, garage door openers, cleaning equipment, shrubbery, landscaping, outdoor cooking equipment, and all other property owned by Seller and attached to the above-described real property.

Accessories: The following described related accessories, if any: window air conditioning units, stove, fireplace screens, curtains and ads, blinds, window shades, draperies and rods, door keys, mailbox keys, above-ground pool, swimming pool equipment and maintenance accessories, artificial fireplace logs, and controls for: (i) satellite dish systems, (ii) entry gates, and (iv) other improvements and accessories. Also, includes outdoor patio furniture, grills, benches and chairs.

Get Guaranteed Funds. Before closing a closing statement will be provided for review that will disclose the amount of money necessary for you to provide on closing day. Cashier's check or wire transfer is acceptable.

Have a Gov't ID. A government issued ID will be necessary at closing such as a Driver's License from each party that is signing.

Have your check book with you at closing. Sometimes there is a small amount of money that may have been maculated. A check can be issued by Title Company at closing to the buyer(s) for overages or the Buyer(s) will need to write a check to cover the difference at the closing table.

Final Step, Get the Keys. Keys will be transferred from the buyer to the seller after the bank has funded the transaction. Sometimes it's the same day, sometimes it takes a few days.

Consumer Notice About Rebates: Any rebates provided by the agent must be approved by the broker and must be reflected on the closing statement. Any and all rebates that may be provided by your representative agent will be applied to the settlement statement signed by you (the client) at closing. No rebates will be settled outside of closing.

HomeAdvisor.com - search for other inspectors and contractors

Broker & Agent(s) DO NOT Warrant or Guarantee the accuracy of any and/or all of the MLS Data, Tax Record(s), Home Inspection(s), Foundation Inspection(s), Pest Inspection(s), Appraisal(s), Survey(s) Info, Descriptions or Data.

Broker & Agent(s) DO NOT Warrant or Guarantee the accuracy or work performed by any and/or all vendor(s), contractor(s) or subcontractor(s). Always ask for other references, work credentials & performance before selecting a vendor(s), contractor(s) or subcontractor(s).

If for any reason you do not understand something, please let your agent know and they can go over it with you in more detail. This is a must-read document

Buyer/Seller

Date

Buyer/Seller

Date

Until the House Sells

THE REST IS JUST LIP SERVICE

Here are a few of Stryve Realty past sales. For the most up-to-date information on our statistics, please just give us a call at our office.

3802 Longmeadow Dr	SOLD!	107% of list price
305 Pebble Brooke St	SOLD!	106% of list price
5804 Straley Ave	SOLD!	106% of list price
1820 Larkspur Dr	SOLD!	106% of list price
400 N Clinton Ave	SOLD!	101% of list price
1516 Michael Dr	SOLD!	100% of list price
148 Southwood Dr	SOLD!	100% of list price
4209 Towne Lake Ct	SOLD!	100% of list price
111 Cedar Bluff Ct	SOLD!	96% of list price
15125 Seventeen Lakes	SOLD!	96% of list price

Things To Do In Order To “Prepare For An Inspection”

- Ensure pets won't hinder the inspection. Tell realtor about cats or other animals to be kept inside
- Replace any burned out light bulbs
- Test all smoke and carbon monoxide detectors. Replace batteries if needed.
- Clean or replace dirty HVAC air filters. Verify filters fit and are properly secured. Remove dust from both supply and return registers.
- Move wood, stored items or debris away from foundation (helps both property inspection and termite inspection)
- Unlock or remove locks from any items the inspector must access.
 - Gates
 - Attic access, hatches, doors
 - Electric Service Panels
 - Crawl Space Hatches
 - Special Closets
- Confirm areas and components are accessible by removing items blocking access
 - Electric service panels
 - Heating & air conditioning equipment
 - Water heaters
 - Ground fault electrical receptacles (especially in the garage)
 - Attic and crawl space access
- Trim tree limbs / shrubs from the roof & away from the house
- Repair or replace broken, damaged, missing items
 - Screens
 - Door knobs
 - Window locks, glass
 - Chimney flu caps
 - Gutters & down spouts
- Confirm gas, water and electricity are turned on and gas pilots are burning. Most inspectors will charge a return trip charge if they have to return due to the utilities being turned off at the time of the inspection.

Comparative Market Analysis

The Importance of Pricing

This chart highlights the importance of pricing correctly at market value.



This graph illustrates the importance of pricing correctly. The centerline represents market value. As you move above this market value, you attract much smaller percentage of prospective buyers, greatly reducing your chances of a sale. Conversely, as you move below market value, you attract a much larger percentage of potential buyers.