

\$750 Flat Fee Listing—Frequently Asked Questions

1. ***How do I get my house on the market with your team under the flat fee listing agreement?*** It is simple. All you have to do is go to the website and choose the Flat Fee option. Then, fill in all information, including any additional services you would like to purchase and hit submit request. Someone from our team will be in contact with you shortly to arrange faxing or emailing you the listing agreement, payment, and delivery of the for sale sign and key lockbox.
2. ***What if my home is already on the market with another agent?*** We can list your home as soon as you have terminated your current listing agreement and your home appears as cancelled, withdrawn, or expired on the MLS.
3. ***How do I arrange payment?*** Currently, we are accepting cashier checks, money orders or Paypal credit card payments. If you choose to write a personal check, we will need this before your listing can go on the market.
4. ***How do I make sure pictures are tied to my home in the MLS and other real estate websites?*** All you have to do is email up to 10 pictures of your home that you would like tied to your listing to our team. We will then post them online in the MLS and other real estate websites.
5. ***If I order full color flyers, how will I receive them?*** Full color flyers will be mailed to you if you choose to order this option.
6. ***Will you help me figure out where to price my home?*** YES! It is our fiduciary responsibility to represent you and help you with pricing and all other real estate questions that we are capable of. We will email you an initial market analysis on your home with pictures and descriptions of the comparables, along with a suggested price range and an expected range of days on market. From there, you will be able to determine where you want your home priced. We are available via phone or email to answer any question you may have regarding pricing.
7. ***What if I don't want to price my home in the range your team suggested?*** No problem! With our Flat Fee listing agreement, you price your home where YOU want it and reduce the price when YOU see fit. However, if you have questions about your price, we are happy to answer them via phone or email.
8. ***How do I change the price on my listing once it is listed with your team?*** All you need to do to change the price on your listing is email our team the amount you want your listing dropped to. It is that simple! A change in the listing does need to be in email for paperwork purposes.
9. ***What do I get if I choose to purchase the Professional Staging Services?*** You will receive a 2 hour, in house consultation with a professional stager to help you stage your home for sale.
10. ***What do I get if I choose to purchase a Virtual Tour?*** A professional virtual tour photographer will set up an appointment with you to meet at your home. The photographer will take 4—360 degree panoramas of your home along with multiple still shots. This will be emailed to our team and we will then post the virtual tour and any still shots you choose (up to 10 are allowable at one time) on the MLS and other real estate websites.
11. ***How long will my house be listing by your team for this fee?*** The listing agreement is for 6 months with an option for 12 months.
12. ***Can I cancel the agreement if I decide to not sell my home or take it off the market?*** Yes, we will just need you to sign a termination of agreement form that we can fax or email to you and once we receive it back, your listing will be off the market. However, there are no refunds.
13. ***How will showings be arranged?*** You will be signed up with a showing service that will contact you when an agent wants to view your home. You will also be given access through the showing service's website to any feedback given on showings from buyers' agents and have the ability to change your showing instructions.
14. ***What if buyers representing themselves or represented by another agent that is not available want to view my home?*** In a case where buyers are representing themselves or their agent is not available to show the property, the seller will be responsible for allowing the buyer into the property.

15. *What happens once I get an offer?* When our team receives an offer for your property, we will email or fax the offer to you along with a break down of the terms of the offer. We will consult with you via phone or email on countering strategies and work in your best interest with the buyers' agent until a contract is agreed upon or the offer is withdrawn. We will then work with you from contract to close, including consulting with you on any repair negotiations and reviewing your settlement statement, until your home is closed and funded.

Signed:

Seller **Date**

Seller **Date**

BW Home Team **Date**

