

RICH DEMOORS

Guide to SELLING YOUR HOME

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RICH DEMOORS
WINDERMERE ARLINGTON

 Windermere
REAL ESTATE



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Greetings

LET ME BE YOUR GUIDE

Hi, I'm Rich Demoors with Windermere! I am committed to providing every client with an outstanding real estate experience—combining local expertise, personalized attention, and transparent communication every step of the way. Whether you're searching for the perfect home or preparing to sell, I offer detailed market analysis, expert negotiation skills, and access to the latest listings and resources from Windermere. My goal is to make your real estate journey smooth, enjoyable, and successful. Let's make your dreams a reality—explore more at <https://richdemoors.com>.



Your Home is Your Mansion!

He helped my newly married wife and I move into our first home. He stands on buy and makes sure to communicate with clients about what is happening. He is passionate about doing a thorough job because of the discipline he has to get it right. Very grateful for his work that allowed for us to make the process of buying a home as smooth as possible!





I BRING TO THE TABLE

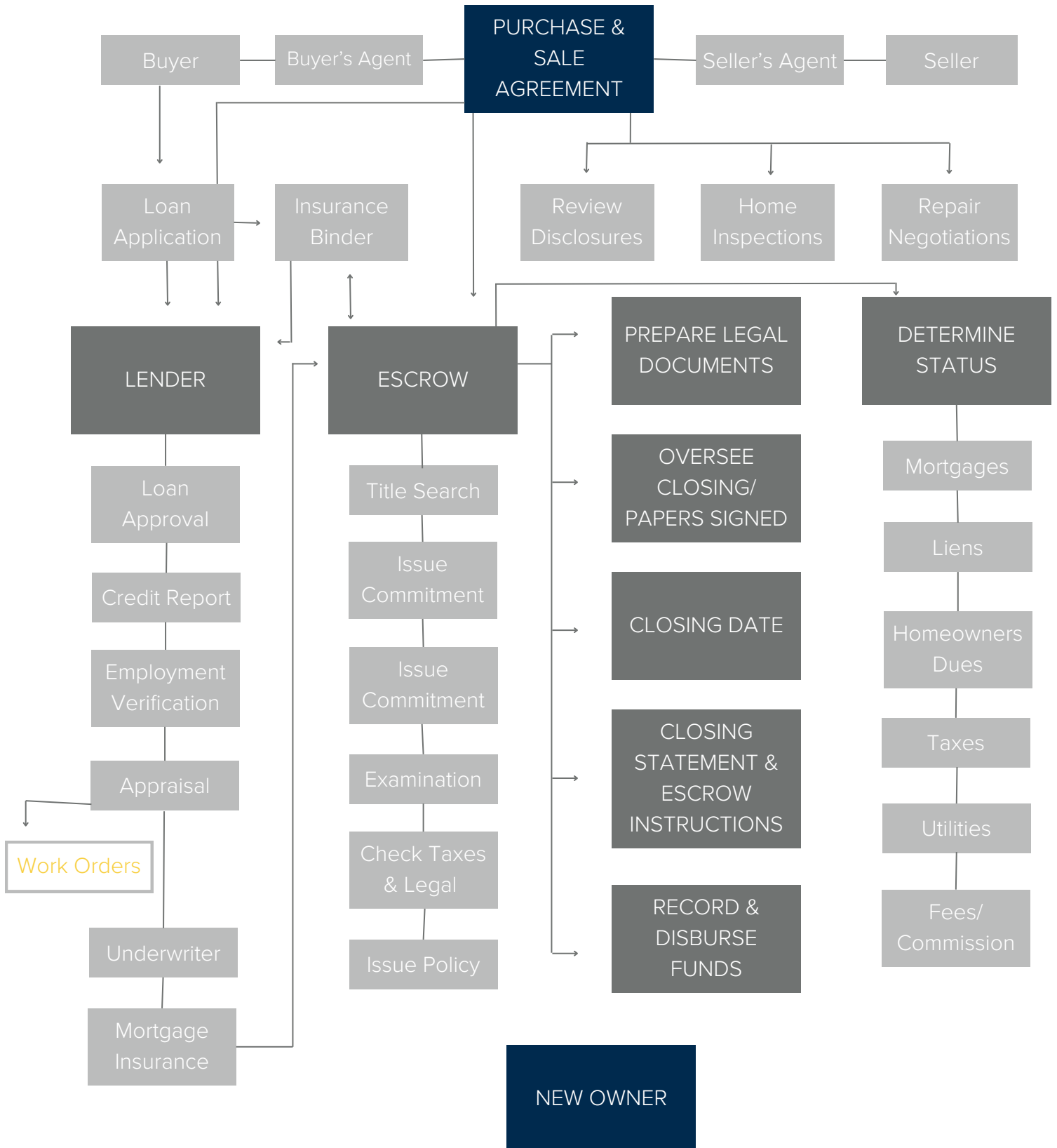
Hey there! I'm Rich Demoors—born and raised in beautiful British Columbia, Canada, and proud to have called Arlington, WA home since 2003. Before I became a full-time real estate agent, I spent years as a CDL food delivery driver, traveling all over Washington State from Blaine to Vancouver. My customers still remember me as the one who consistently showed up early, made things happen efficiently, and truly cared about their needs—and I bring that same work ethic and attention to detail to every single real estate transaction.

I'm not your typical “sales-y” agent. My job is to genuinely help and guide you, whether you're buying your very first home, upgrading to fit your current lifestyle, selling your property for top value, or just exploring what's out there. I believe in honest advice, strong client advocacy, and keeping you fully informed throughout each real estate process, from negotiating offers and navigating inspections to handling all the paperwork, timelines, and escrow details.

As a Windermere agent, I can provide up-to-date market analysis, neighborhood insights, access to top-tier listings, and innovative marketing strategies to ensure your home stands out. I specialize in helping buyers find the right fit and working with sellers to maximize their property's appeal and return. My local knowledge and commitment mean I'm always in your corner, anticipating your needs, and delivering exceptional service so that your home buying or selling journey is smooth and rewarding.

Let's work together to achieve your real estate dreams—because Your Home is Your Mansion!

process OVERVIEW



HOW I HELP SELL YOUR *home*

It is quite possible that your home is not only your largest asset but also, the biggest financial transaction you will ever make. It is perfectly natural to want to maximize your investment by securing the highest price with the most favorable terms. Selling a home involves numerous crucial details, I can help you attain the successful sale that you are looking for.

AMPLIFIED HOME VALUE

I conduct a comprehensive tour of your property to develop a unique marketing approach to attract the most qualified buyers to sell for top dollar. To accomplish this, I utilize a combination of professional assets. I start with a personalized CRM, evaluate the benefit of decluttering and the possibility of staging your home. Working with Windermere I have access to the Windermere Ready Program for funded projects to get your home listed and personal connections with vendors ready to make the changes if determined necessary. Followed by enlisting only the best photographers to highlight your homes best features.

STRATEGIC PRICING

Not only have I studied real estate, but I continue to study the everchanging market so that when the time is right for you I can help you feel confident in pricing your home right the first time avoiding overpricing and undervaluing your home.

MAXIMUM EXPOSURE

Developing a marketing plan unique to your property allows for an unparalleled marketing experience. My personalized approach ensures maximum exposure across a multitude of platforms utilizing a combination unique to the successfulness of the sale of your home. From open houses, to the best online real estate platforms including Windermere.com, Zillow, Redfin, to social platforms, print marketing and personal networking. Using leading technology to attract the most qualified buyers for your home.

SKILLED NEGOTIATOR

Using a combination of continued education, following latest trends, and years of successful negotiation I will negotiate on your behalf for the best terms.

TRANSACTION MANAGEMENT

There are a lot of moving parts behind the scene when selling a home. Often times working closely with escrow, city/county, lawyers, lenders etc. to ensure a smooth, stress free successful transaction. I will manage all of the moving parts, keep track of all deadlines and ensure a smooth and timely closing so that you can focus on the rest of life.

WHY WORK WITH ME?

- I know the market and will help set the right price the first time.
- I know what buyers are looking for and the incentives that will encourage the purchase.
- I am a member of the Multiple Listing Service (MLS), which allows me to publicize your home to thousands of other agents assisting serious buyers.
- I network with other agents daily to pair eager buyers with the right home.
- I utilize a combination of print and digital resources to publicize your property with a unique marketing plan designed for optimal outcome including using leading technology and Windermere Resources.
- I have access to Windermere's global referral system that provides me with access to a significant number of people looking to relocate and can increase the pool of qualified buyers for your home.

AMPLIFIED HOME



You get one first impression. Preparing to list your home is of the utmost importance. I start by conducting a comprehensive tour of your property and prepare an optimized marketing plan.

WHAT TO EXPECT:

REPAIRS

If your home needs a little tender love and care to get the best bang for your buck, I will work with you to identify industry specialists to get your home show ready and will negotiate rates on your behalf. If you do not have the funds to front the repairs I have access to the Windermere Ready Program that will front the money to get it done if you determine this is the right approach for you. The list below demonstrates some of what I am looking for:

EXTERIOR

- Repair peeling & chipped paint.
- Fix loose trim & fencing.
- Clear gutters & downspouts.
- Ensure good exterior lighting along walkways and at front entrance.
- Clean and repair roof as needed.
- Clear garage of clutter & tidy shelves.
- Repair cracks/damages to chimney.
- Paint/stain worn areas on decks.
- Remove grass growing between cracks in decks & walkways.
- Clean deck rails & make sure they are secure. Replace as needed.
- Clean outdoor furniture.

INTERIOR

- Clean all floors, carpets, walls and trim.
- Replace burnt-out light bulbs.
- Empty trash cans.
- Remove family photos, valuables, and prescription drugs.
- Remove indoor plants that are browning or losing leaves.
- Apply fresh coat of paint as needed.
- Repair cracks/holes in ceiling & walls.
- Clean/replace curtains/blinds. Open for maximum light.
- Clean rugs and flooring.
- Position furniture for maximum space.
- Clean up toys, make beds, & remove items you plan to take.

YARD

- Mow grass, re-seed/fertilize.
- Prune overgrown trees and shrubs.
- Weed flowerbeds. Remove/replace dead plants.
- Clean stains in driveway.

ENTRANCE

- Polish/replace door hardware.
- Fresh coat of paint if needed.
- Clean storm door glass & make sure screen is secure.
- Make sure door bell works.
- Make sure door doesn't squeak.
- Clean/replace door mat/rugs.
- Remove clutter to appear spacious.

KITCHEN & RESTROOMS

- Clean countertops, grout, sinks, & tubs.
- Fix dripping faucets.
- Clean soap stains from tile.
- Replace missing/cracked tiles & grout.
- Make sure all joints are caulked.
- Ensure all fixtures, heat lamps, and fans are operating.
- Install new shower curtain and buy matching towels.
- Organize & clean pantry & cupboards.
- Defrost and clean freezer & refrigerator.
- Clean the oven & cook-top thoroughly.
- Set the table.
- Store supplies out of sight.

WINDOWS

- Clean inside and out.
- Add paint to seals and trim if needed.
- Make sure they open and close easily.
- Replace cracked windows and seals.
- Clean and secure window screens, replace as necessary.

BASEMENT

- Check for water or dampness.
- Get rid of musty odors.
- Clean furnace, hot water heater, & drains.
- Make sure light fixtures work.
- Arrange storage area in a neat and organized manner.
- Make sure any hand rails are secure.

TIDYING

- Grind lemon peel in the garbage disposal or bake treats to make the home smell good.
- Remove extra vehicles from the property.
- Declutter coffee tables and end-tables.
- Tidy up closets.
- Remove worn out throw pillows.
- Store pet supplies.
- Turn on porch lights and outdoor lighting as potential buyers drive by at all times day and night.

INSPECTIONS

If necessary we will order inspections and review any reports necessary to identify and address any potential issues upfront.

DECLUTTER AND STAGING

A presentable home increases interest and reduces the length of time on market. A staged home helps the prospective buyer envision themselves in the home, when they do, they are more likely to buy. I will make suggestions for decluttering and employ partial or full staging depending on necessity and occupancy.

PROFESSIONAL PHOTOGRAPHY

I hire professional photographers to craft a memorable visual buyers experience featuring your homes best qualities.

STRATEGIC pricing

A Comparative Market Analysis (CMA) measures multiple facets of the current market to ensure accurate pricing. We will analyze things like recent sales (both on and off market), pending sales, currently listed and compare to current market trends to determine a price point that will attract qualified buyers.

Other considerations:

- Property specifications like size, number of bedrooms, bathrooms etc.
 - Overall condition of the home - quality of finishes, kitchens, and bathrooms.
 - Unique features - views, garages, ADU etc.
 - Lot size, access, landscaping etc.
 - Evaluation of neighborhood profile - proximity to schools, playgrounds, hospitals etc.
- ☐ Overpricing is risky. Qualified buyers may never see your property if it is priced outside their search range.
 - ☐ A property experiences its most interests within the first few days on the market.
 - ☐ MLS stats demonstrate that the longer a home sits on the market the lower the selling price ends up.
 - ☐ Strategically pricing in a seller's market can produce multiple offer situations.
 - ☐ Agents are hesitant to show overpriced homes unless they make a competing property look better.

CONSIDER YOUR NET PROCEEDS:

Simply put, your net proceeds is the sale price of your home minus any disbursements you make during the closing process. I can help you determine these costs.

Existing home loans	\$ _____
Other liens	+ \$ _____
Standard title insurance	+ \$ _____
State excise tax	+ \$ _____
Loan discount	+ \$ _____
Escrow	+ \$ _____
Brokerage compensation	+ \$ _____
Proration of interest	+ \$ _____
Recording	+ \$ _____
Inspections	+ \$ _____
Miscellaneous	+ \$ _____

Estimated Disbursement = \$ _____

Sale price of home \$ _____
Estimated disbursements - \$ _____

Estimated Net Proceeds = \$ _____

Is there an ideal time to list your home on the market?

YES! The best time to list is when you feel ready to do so. Have a solid plan, I am here to help you.

MAXIMUM exposure

When you choose to work with me, you are also partnering with our exceptional in-house marketing agency supported by leading technology provided by the Windermere brand combined with my unique marketing strategy. Together we will strategically identify the optimal use of effective channels to amplify the exposure of your home to the right buyers, ensuring a harmonious balance between your unique wants and needs and the dynamic demands of the market.

COMPREHENSIVE DISCLOSURE PACKAGE

We will prepare a professional disclosure package and make it readily available to interested buyers online.

SOCIAL MEDIA

Your home may be published on a multitude of social media platforms between, my offices and my profiles reaching thousands of people instantly.



PRINT ADVERTISING & DIRECT POSTCARD MAILING

Our print marketing is designed with the buyers' in mind. We use a combination of platforms that leave a lasting impression. We know which features will pull people in with a desire to see more and then design the layout to reflect the features of your unique home.



EMAIL ADVERTISING

I send out at least one email newsletter a month with the potential to maximize your exposure with a featured home email to my network of potential buyers.



BROCHURES AND FLYERS

I collaborate with our marketing team for copywrite and graphic design to create beautiful custom high-quality brochures to highlight your home.



PROPERTY WEBSITE & ONLINE MARKETING

Your home gets its very own URL that can be shared anywhere. It is featured on my website, my offices website, Windermere.com, the MLS, and top Real Estate sites such as Realtor.com and Zillow.com

Your Home
is Your
Mansion!



AGENT NETWORKING

I work closely with other agents daily. I know which agents have buyers and what they are looking for so that I can be the best advocate for pairing the right buyer with your home.

TOUR, CARAVAN, AND OPEN HOUSES

Leaving the home when buyers are present allows them to feel comfortable, ask their agent questions, and imagine themselves living in the home. Here are some suggestions for preparing the home prior to these showings:

- Grind lemon peel in the garbage disposal or bake treats to make the home smell good.
- Remove extra vehicles from the property.
- Take your pets with you, or keep them penned up in the yard or garage. Store their toys and supplies away.
- Open shades to let the natural light in and turn on lights so that the home is well lit.
- Declutter coffee tables, end-tables, bookshelves, and closets. Tidy rooms make them seem larger.
- Put away garden tools and kids toys in the house and yard.
- Turn on porch lights and outdoor lighting.
- Turn off TV's and radios or keep their volume very low.
- Turn on gas fireplaces to create a cozy, inviting atmosphere.
- Keep money, prescription drugs, and other valuables locked up.

NO OPEN HOUSES?

No problem!

I can include professional videos and 3D tours of your home that give the buyer an immersive experience of the home. Buyers can look at the home from anywhere in the world and feel like they have visited the home themselves.

SKILLED *negotiator*

Once we have procured a buyer for your home, I walk you through the purchase and sales agreement. This is contract in which you and the buyer outline the details of the property transfer. This typically covers the:

- Earnest money
- Financing addendum
- Inspection addendum
- Conditions/disclosure addendum
- Contingency addendum (when appropriate)
- Addendum outlining special conditions
- Lead-based paint notifications and agency/property disclosures (when needed)

I negotiate on your behalf. Typically, this agreement is contingent upon professional inspection(s) of the property, unless it is waived.

You can hire an inspector prior to listing the home (if this is a suitable option for you). The inspector looks beyond the cosmetics to ensure the home's general systems are in working order and identifies large repairs that are needed. The inspector provides a report on the condition of the home.

Keep in mind, no home is perfect. I will help you negotiate for reasonable terms.

During the negotiation stage, we will determine a mutually agreed-upon closing date. Closing, is when you and the buyer sign the official paperwork, pay your share of fees, and documents are recorded. I will help you determine which fees apply to you.

SELLER CUSTOMARILY RECEIVES

- Utility deposits (gas, electric, cable, phone etc.)
- Prorated portion of pre-paid property taxes.
- Prorated mortgage interest from payments made during current month.
- Fuel rebate for oil or propane remaining in storage tank.
- Net proceeds after seller's share of expenses paid.

SELLER CUSTOMARILY PAYS

- Compensation previously agreed on
- One-half of the escrow/legal compensation for preparing closing
- Document preparation compensation (If applicable)
- Recording and notary compensation (If applicable)
- Title search and insurance (can be paid by either)
- Local transfer taxes (If applicable)
- State taxes, if any
- If you agreed to pay for any repairs or inspections



why WINDERMERE

THE RELATIONSHIP

In 1972, John Jacobi set out to change the real estate industry by putting relationships before sales quotas, with an emphasis on service to our clients and our community. Nearly 50 years later, his mission helped grow Windermere into one of the largest independent real estate companies in the nation, with more than 300 offices, and 6000 agents throughout the Western U.S. and Mexico. While the real estate industry has changed substantially over the years, our core values of relationships, community, collaboration, and professionalism have remained central to how we do business and will continue to do so for years to come.

EXCEPTIONAL SERVICE
UNSURPASSED INTEGRITY **MARKET EXPERTISE**
A STRICT CODE OF ETHICS
LOCALLY OWNED AND OPERATED
NEIGHBORHOOD KNOWLEDGE
PREMIUM TOOLS AND SERVICES
GIVES BACK TO OUR COMMUNITIES



COMMITMENT TO *community*

We recognize the significance of contributing to our community. Enhancing the well-being of the neighborhoods where we reside and operate is a fundamental aspect of our business philosophy.

THE WINDERMERE FOUNDATION

- A portion of our compensation from every transaction is donated to the Windermere Foundation.
- Windermere has raised over \$50 million in donations for our communities since 1989.
- Funds go towards assisting homeless and low-income families within our communities.

ANNUAL COMMUNITY SERVICE DAY

- Every year since 1984, Windermere agents rally together to dedicate a day giving back to their local communities' and working for those in need.
- These hands-on projects benefit numerous community-based organizations.
- Projects have included...



WASHINGTON AGENCY *law*

Washington State overhauled its real estate agency law (RCW 18.86) January 1st, 2024 with the most substantial revision since its inception in 1997. It addresses the ever-evolving real estate brokerage landscape. Part of the law mandates delivery of the “Real Estate Brokerage in Washington” pamphlet which you will receive with this Sellers Guide. It was updated to make understanding agency law easier for consumers and introduces enhanced safeguards and transparency for both buyers and sellers in Washington State.

To understand the impact of these changes, let’s rewind a bit and take a look at the history of agency law. Prior to 1997 Washington brokers exclusively represented sellers, leaving buyers without dedicated representation. In 1997 the Law of Agency was introduced which allowed brokers to extend representation to buyers, although without any mandatory agreement outlining the broker-buyer relationship – only sellers had that opportunity which came in the form of a listing agreement.

As of January 1st, 2024 the comprehensive overhaul of existing laws brought key updates such as:

- A mandatory requirement for brokers to engage in a written agreement with buyers known as the Buyer Broker Services Agreement. This agreement delineates the terms of representation and compensation, affording buyers the opportunity to actively negotiate these terms. This is no longer an optional step – the law requires it of every broker
- Enhanced disclosure of limited dual agency, allowing consumers the opportunity to consent to such a relationship, departing from the prior passive consent model and the idea of dual agency not being a form of limited agency.
- Requirements for brokers to provide the Real Estate Brokerage in Washington pamphlet to their clients, as well as any unrepresented parties.

WHAT THIS MEANS FOR BUYERS

In Washington State buyers are required to enter into a Buyer Broker Services Agreement before, or as soon as reasonably practical after, your broker starts to provide real estate brokerage services. This agreement covers critical elements such as the term of the agreement, the exclusivity of the working relationship, the agreed compensation rate, and where your brokers compensation will come from (By buyer, seller, or perhaps a combination of both). Additionally, buyers now have the right to request their broker to filter listings, ensuring they are not shown properties with compensation rates below their agreed terms.

WHAT THIS MEANS FOR SELLERS

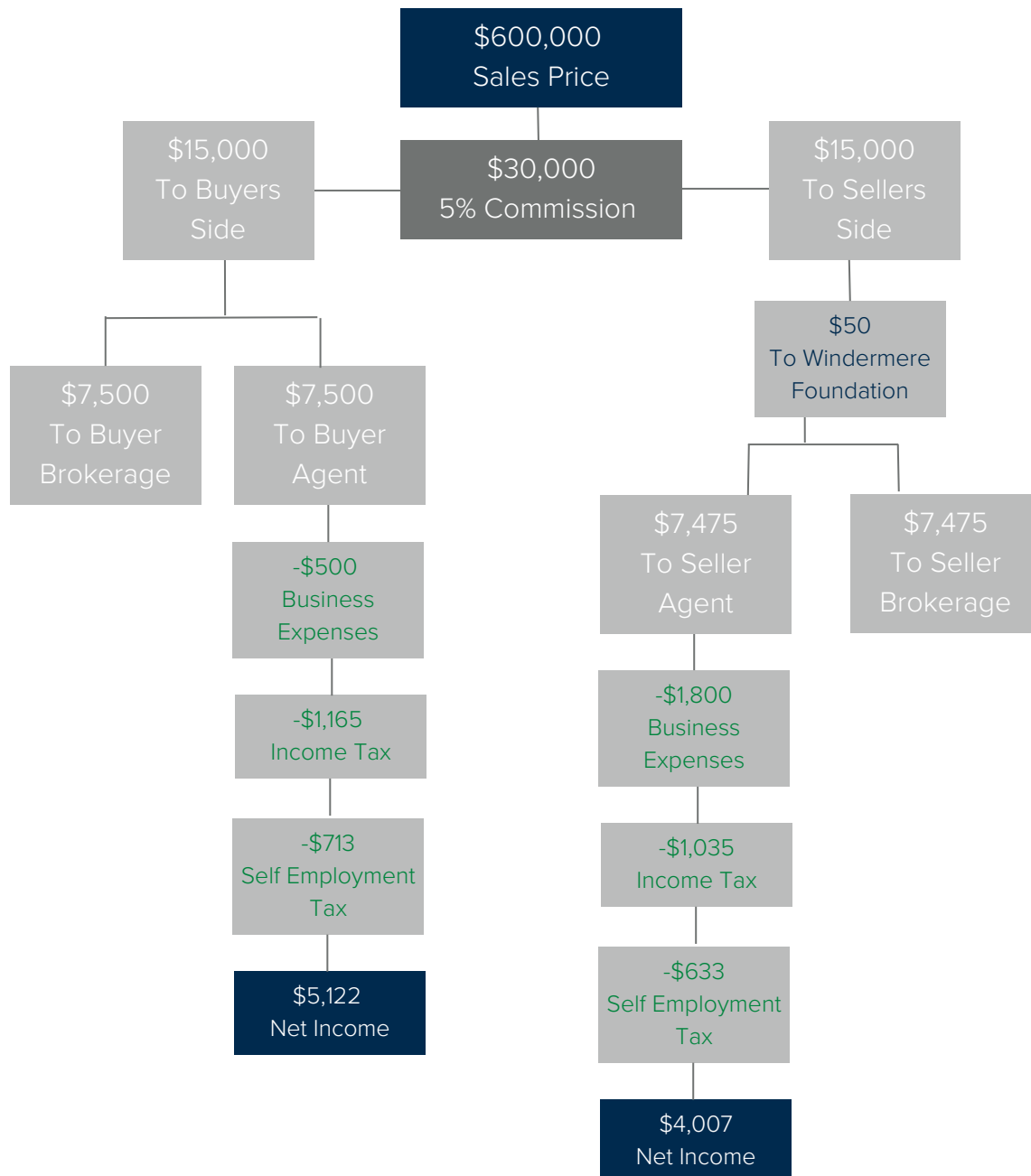
Notable changes for sellers include the ability to negotiate the compensation rate you may be offering to a buyer broker. Prior to 2022, NWMLS rules prevented buyers and their brokers from negotiating a seller’s advertised compensation rate. Furthermore, buyers can now influence the listing process by requesting their broker to filter out listings that do not align with their compensation agreement.

These changes signify a considerable stride toward modernization and heightened transparency within the real estate brokerage business in Washington State. The introduction of the Buyer Broker Services Agreement not only empowers buyers, but also ushers in a paradigm shift in negotiation practices for the benefit of sellers. As we embark on this regulatory transformation, it is evident that these changes will foster a more equitable and informed real estate environment for all parties involved.



compensation OVERVIEW

As an independent contractor, my earnings are entirely commission-based, tied directly to successful transactions. This structure reinforces my commitment to supporting you throughout your home buying or selling journey, making your needs my top priority. It's worth mentioning that I retain only a percentage of the total commission. From the total commission things like, office split, business expenses, taxes , and Windermere Foundation Donation are all deducted. Having a clear understanding of my compensation ensures a fair and transparent agreement. Please see an example of how I am compensated below.



- Business expenses include, but are not limited to: office fees, Multiple Listing Service fees, Realtor association dues, automobile expenses including gas for showings, communication expenses, marketing expenses, advertising expenses, photography, office supplies and equipment, insurances, and continual education.

SUCCESSFUL M

Moving is a lengthy and intricate process. Staying organized, understanding the necessary steps, and efficiently managing tasks can substantially reduce the stress of your move. Take advantage of this checklist to stay on track and ensure a successful transition.

6 - 8 WEEKS PRIOR:

- Use items that don't transport well, such as liquids & frozen foods.
- Request quotes from several movers or truck rental companies.
- Select a mover/truck rental company & discuss insurance, packing, loading, delivery, and claims procedures.
- Sort belongings into four categories: keep, sell, charity, and trash
- Host a yard sale.
- Take photos/videos of all your remaining belongings to create an inventory list. Record serial numbers on electronic equipment.
- Connect with your accountant to discuss tax-deductible moving expenses and keep accurate records.
- Connect with Chamber of Commerce and School district in the new community to request information about services.

2 - 4 WEEKS PRIOR:

- Request a change of address with the post office. Begin updating your address with creditors, magazine subscriptions, insurance companies and vendors.
- Make airline, hotel, and car rental arrangements.
- Begin packing your non-essential items.
- Arrange for storage, if needed.
- Ensure that your car license, registration, and insurance is in order.
- Transfer your bank accounts to your new location. Update any direct deposits or automatic payments to your new accounts.
- Confer with your vet about ways to travel with your pets. Begin making special arrangements.
- Have your vehicle serviced and checked before travel.
- If you are changing banks, collect items from safety-deposit box.

2 - 3 DAYS PRIOR:

- Change over your utilities from your old address to your new address including phone, power and water etc.
- Defrost the refrigerator and freezer.
- Have movers pack your belongings.
- Label each box with the contents and the room it is to be delivered to.
- Arrange to have payment ready for the moving company or rental truck.
- Set aside legal documents and valuable items that you do not want to have packed.
- Set aside clothing and toiletries in case the delivery is delayed.
- Provide a copy of your travelling plans to a close relative or friend.

suggestions



MOVING *checklist*

2 - 4 WEEKS PRIOR:

- Separate items to keep and get rid of.
- Categorize items to keep by room.
- Schedule moving arrangements for day of move.
- Create inventory list with photos and serial numbers.

WEEK OF MOVE:

- Update your address with post office, providers, and creditors.
- Update license, vehicle registration, and insurance.
- Pack and label each box with the room it should be delivered to.

MOVING DAY: OLD HOME

- Schedule or pick up truck as early in the morning as possible.
- Make a list of every item and box that is loaded onto the truck.
- Provide the movers with contact information to reach you.
- Conduct a final walk-through checking cabinets, closets, attic, basement, garage, and sheds for anything left behind.

MOVING DAY: NEW HOME

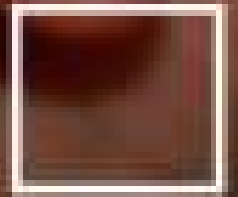
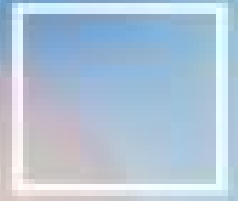
- Confirm utilities are ready to use.
- Be present at the new home when truck is delivered to let them in, answer questions and give instructions.
- Check off items/boxes from your list as they are removed from the truck.
- Unpack your first day boxes.
- Set up a safe place for children and pets, unpack toys for them to play.
- Install new locks on your doors.
- Examine your items for any damage.

MOVING ESSENTIALS:

- Furniture pads
- Hand truck or dolly
- Packing tape
- Bubble wrap
- Newspaper or packing paper
- Scissors
- Utility knife
- Labels
- Felt-tip markers
- Packing peanuts
- Boxes

FIRST DAY BOX:

- Scissors
- Coffee cups
- Tea kettle
- Instant coffee/teas or soft drinks
- Pencils and paper
- Toiletries
- Towels
- Trash bags
- Shelf liners
- Paper plates
- Snacks
- Toilet paper
- Children's toys
- Pet toys



REAL ESTATE

ADJUSTABLE-RATE MORTGAGE (ARM)

Interest rates on this type of loan are periodically adjusted up or down depending on specified financial index.

AMORTIZATION

A method of equalizing the monthly mortgage payments over the life of the loan, even though the proportion of principal to interest changes over time. The initial part of the loan repayment is very low with the interest is very high, but at the end of the loan the relationship is reversed.

ANNUAL PERCENTAGE RATE

The actual finance charge of the loan to include point, fees, and interest rate.

APPRAISAL

A professional opinion of the value of the property.

ASSESSED VALUE

The value designated to a property by a municipality for the purpose of levying taxes. This value may be different from the appraised or market value.

BALLOON PAYMENT

A large principal payment due all at once at the end of specific loan terms.

CAP

A limit on how much the interest rate can change in adjustable-rate mortgages.

CERTIFICATE OF TITLE

A document that states that the seller has an insurable title to the property and is signed by the examiner.

CLOSING

The deed to a property is legally transferred from seller to buyer, and documents are recorded.

COMPENSATION

A percentage of the total transaction paid to the agent for services performed.

COMPARATIVE MARKET ANALYSIS (CMA)

A survey of the attributes and selling prices of comparable homes on the market or recently sold: used to help determine a correct pricing strategy for a seller's property.

CONTINGENCY

A condition in a contract that must be met for the contract to be binding.

CONTRACT

A binding legal agreement between two or more parties that outlines two conditions for exchange of value.

DEED

A legal document that formally conveys ownership of a property from seller to buyer.

DOWN PAYMENT

A percentage of the price that the buyer must pay in cash and may not borrow from a lender.

EQUITY

The value of the property actually owned by the homeowner: purchase price, appreciation, improvements, less mortgage and liens.

ESCROW

A fund or account held by a third-party custodian until conditions of a contract are met.

FIXED-RATE MORTGAGE

Interest rates on this type of loan remain the same over the life of the loan.

REAL ESTATE *Terms*

continued...

FIXTURE

A recognizable entity such as cabinets and light fixtures that are permanently attached to the property and stays with the property when it is sold.

HAZARD INSURANCE

When hazards such as fires and wind cause damage hazard insurance covers the cost of the damages.

INTEREST

The cost of borrowing money, usually expressed as a percentage rate.

LIEN

A security claim on a property until the debt is satisfied.

LISTING CONTRACT

An agreement whereby an owner engages a real estate company for a specific period of time to sell a property in which the agent receives a commission upon successful sale.

MARKET PRICE

The actual price for which the property is sold.

MARKET VALUE

The price that is determined by current economic conditions, location, and trends.

MORTGAGE

A security claim by a lender against a property until the debt is paid in full.

MULTIPLE LISTING SERVICE (MLS)

A system that offers its members detail information about properties for sale.

ORIGINATION FEE

The fee(s) for processing a proposed mortgage loan.

PITI

The acronym stands for principal, interest, tax, and insurance and forms the basis for monthly mortgage payments.

POINT

One percent of the loan principal charged in addition to interest and fees to lower interest rate.

PREPAYMENT PENALTY

When a borrower pays off a particular type of loan before it is due and receives a fee for doing so.

PRINCIPAL

One of the parties to a contract: or the amount of money borrowed, for which interest is charged.

PRORATE

A division of charges proportionally based on time used.

PURCHASE AND SALE AGREEMENT

A contract between a buyers and sellers that outlines the details of the property transfer.

SETTLEMENT

All financial transactions required to make the contract final.

TITLE

A document that indicates ownership of a specific property.

TITLE SEARCH

A detailed examination of the history of the property to make sure there are no encumbrances.

MY PLEDGE OF *performance*

I am honored to take on the responsibility of being your seller representative. I am committed to helping you grasp the current market conditions, providing insight into the selling process, and navigating you through the closing process with the utmost efficiency and minimal complications.

- I am dedicated to safeguarding and advancing your best interests to the fullest extent of my capabilities.
- I commit to leveraging the combined resources of my company and the Multiple Listing Service to support the sale of your home.
- Moreover, I am ready and available to engage in open discussions about any facet of selling your home. Rest assured, my commitment to providing personalized service and upholding integrity will guide you through every phase.

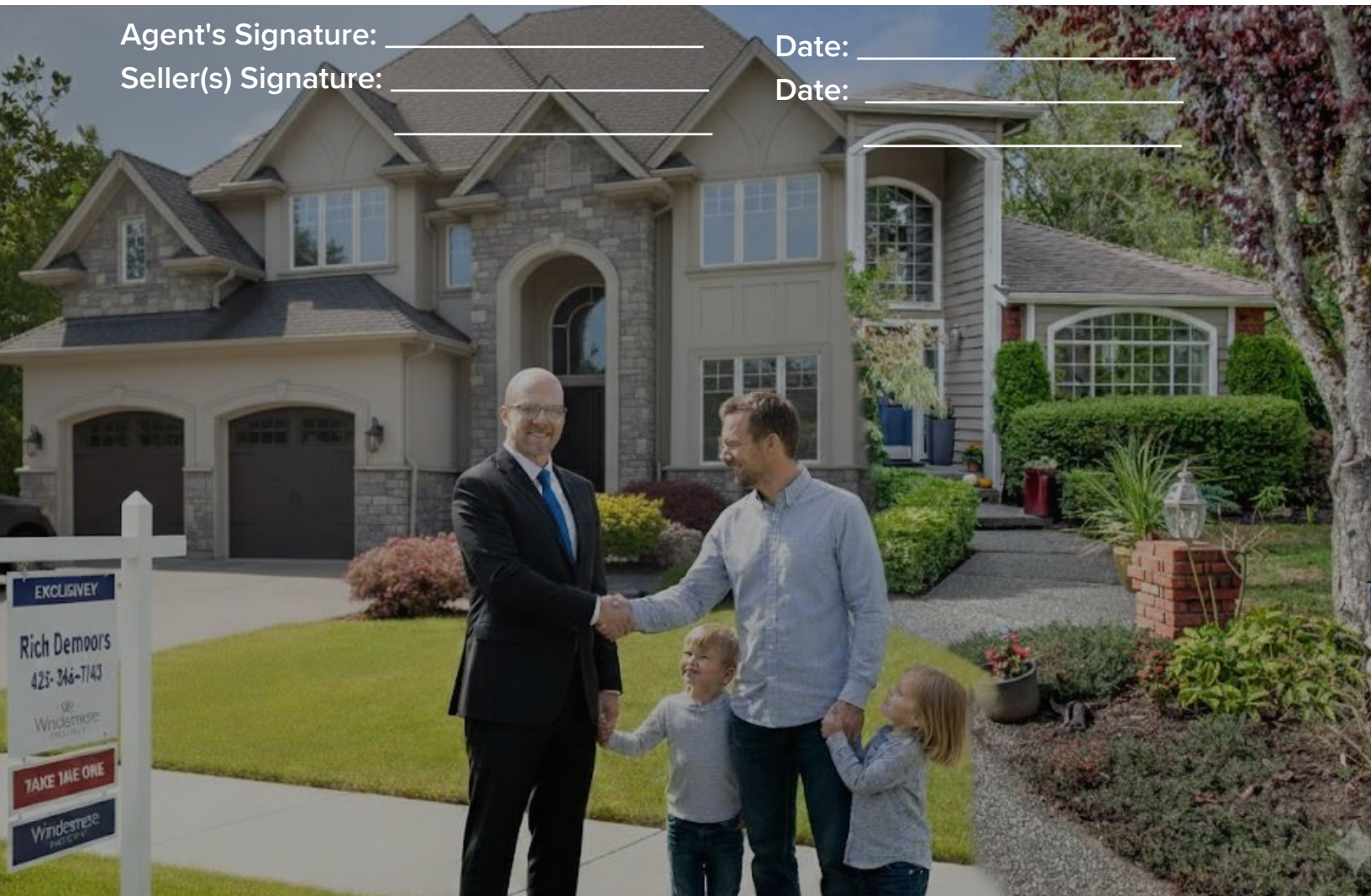
If, for any reason, my performance does not meet your expectations and there isn't a pending offer on your home, I am committed to canceling the agreement promptly upon your request. While I am deeply confident in my expert skills, I want you to feel confident in your decision and feel at ease knowing that you can cancel and not be locked into a lengthy listing that could cost you valuable time and exposure on the market.

Agent's Signature: _____

Date: _____

Seller(s) Signature: _____

Date: _____



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