

Sell Smart Live Well.



Full Service Real Estate Facility

- New Homes Showroom

Featuring

- 🏠 Single Family
- 🏠 Condos & Town Homes
- 🏠 Active Adult Communities
- 🏠 Golf Communities
- 🏠 Lots and Land Sales

- Full Service Rental Department

- Real Estate Auction Services



FSBO Support Program



Brokerage: 302-644-6880
www.BeachToBayREC.com
17316 Coastal Highway, Lewes, Delaware 19958

The Low Cost Solution For Selling Your Home

BEACH TO BAY REAL ESTATE CENTER FSBO Support Program

The Beach to Bay Real Estate Center's For Sale By Owner (FSBO) Support Program is offered to sellers who are seeking to save money when selling their home. The Beach to Bay Real Estate Center believes Sellers should have options.

This program is designed to help owners achieve a higher yield from the sale of their home.

How It Works

For a fee of $\frac{3}{4}$ % of the listing price¹, the Beach to Bay Real Estate Center will "deliver" a comprehensive marketing and advertising plan and related services for six months. The services are designed to ensure your property is marketed on a regular basis and that you have the necessary documentation to use if someone is interested in purchasing your home.

This Program will include weekly advertising on the web and in the newspaper, a sign in your yard, and much more. When you receive an offer on your property, and you are cooperating with another real estate agent, you have the opportunity to negotiate the offer with the buyer's agent, and will agree to pay them a commission at the time of settlement. We help you establish this rate up front.

How the Program Saves you Money

There are a number of ways you will save money by utilizing the FSBO Support Program.

- Let's say you sell your home for \$200,000. If you listed your home with us under our full service broker program you would pay a 6% commission (\$12,000). Under the $\frac{3}{4}$ % FSBO Support Program you would only pay \$1500 for our services, saving you \$10,500
- If you decided to cooperate with another agent on the sale and offered a commission (we recommend at least 2%), that's an additional \$4000 for a total of \$5500. That still saves you \$6500 in commissions.

¹ The minimum requirement for the FSBO Support Program is \$1500 for properties under \$200,000. At any time you can choose to switch your listing to our Full Service Listing agreement. If you decide to use our full services, your full prepaid listing fee will be applied to the 6% Listing Fee at the time of settlement. The full service listing will be at a predetermined, agreed upon listing price, which will be based on Fair Market Value and approved by the Broker of Record for Beach To Bay Real Estate Center. For a full Listing Agreement we will handle the sale of your home from listing to closing.

Our Responsibility To You... "The Seller"

Our services are comprehensive and will provide you the necessary set of services required to properly advertise your home for sale.

- 6 Mo. Listing on www.delmls.com Sussex County's Multiple Listing Service
- 6 Mo. Listing on Realtor.com (The largest website in the US for Real Estate Listings)
- Advertising on other websites including BeachtoBayREC.com, Craigslist.org & SussexCountyOnline.net
- Recommend additional websites to advertise the listing
- Weekly advertising in one of the full page ads utilized for the Beach to Bay Real Estate Center
- All Necessary Forms if a buyer were to contact you directly to purchase the home, i.e., Sussex County Contract of Sale, Home Inspection Addendum, and other data collection forms that would be required to make your transaction as smooth as possible
- State Required Disclosures, i.e., sellers' disclosure of real property and lead based paint disclosure forms
- Website Property Listing
- Printable Custom Property Flyer
- Combination Lock Box – Refundable Deposit Required
- For Sale Sign & Flyer Box – Refundable Deposit Required
- Owner's rider for sign
- Comparable Market Analysis

Other Recommended Options:

- Virtual Tour with 6 professional photos - \$125
- Talking House - Additional Cost



Seller's Responsibility

- To determine the percentage you will cooperate with a buyer's agent
- To receive all phone calls from buyers and agents for inquiries to your property
- To set up showings on your property with buyers and agents
- To obtain feedback from buyers and agents for showings on your property
- To make copies for your flyer box
- To notify your Beach to Bay Real Estate Center point of contact of any changes in the listing or price for your property
- Negotiate all terms and conditions pertaining to the sale with a buyer or a buyer's agent and complete all portions of the paperwork
- Track the steps to close your home
- Verify Settlement Statement and attend Closing

