

Floridian

REALTY SERVICES, LLC

What to look for in a real estate professional

- Someone who is dedicated to their profession full time.
- Someone who listens and is willing to work with you until your needs are fulfilled.
- Is thoroughly familiar with the area in which your property is located.
- Has achieved advanced licensure and designations in addition to a strong track record and solid references.

What questions to ask a real estate professional

1. How long have you been in real estate?
2. What specialized designations do you hold?
3. How many properties have you sold in the area?
4. Do you have full access to the Multiple Listing Service (MLS)?
5. Where do you feel your strengths lie?
6. Will you handle all aspects of my transaction or do you have assistants?
7. How will you keep me informed about the progress of my transaction? How frequently? Using what media?
8. Could you please give me the contact information for past customers with whom I can check your references?

Reasons why you need a REALTOR®

A real estate transaction is complicated and time consuming. In most cases, selling a home requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multi-page government-mandated settlement statements. Floridian Realty Services is your knowledgeable guide through this complexity helping you avoid delays or costly mistakes.

Real estate has its own language. If you don't know a CMA from a PUD, you can understand why it's important to work with someone who speaks that language.

REALTORS have done it before. Most people buy and sell only a few homes in a lifetime, usually with quite a few years in between each sale or purchase. And even if you've done it before, laws and regulations change. That's why having an expert on your side is critical.

REALTORS provide objectivity. Home selling or buying is often a very emotional undertaking. And for most people, a home is the biggest financial decisions they'll ever make. Having a concerned, but objective, third party helps you keep focused on both the business and emotional issues most important to you. Floridian Realty Services is a member of the National Association of REALTORS and subscribe to a stringent code of ethics that helps guarantee the highest level of service and integrity.

Name: _____ Date: _____

When did you purchase the property: _____

What features attracted you to purchase the property: _____

Why are you selling the property: _____

How soon do you need to move or sell: _____

What do you think the value of your property currently is: _____

Do you have a mortgage on the property: _____ What is the balance: \$ _____

Will anyone else be helping you make the selling decision: _____

Would you like to offer seller financing or lease-purchase terms: _____

Do you have a previous survey, inspection report, title insurance policy, etc. for the property:

What building systems have you upgraded or replaced (i.e. roof, HVAC, electrical, etc):

Are there any material facts that may affect the property's value: _____

How often would you like to communicate: _____ By which method:

Phone: _____ Fax: _____ Email: _____

Mail: _____

Will you be purchasing another property: _____ Where: _____



Seller Satisfaction Guarantee and Performance Standards

Floridian Realty Services guarantees to meet written Seller Performance Standards. If you are not, in good faith, completely satisfied that Floridian Realty Services fulfilled the written performance standards during your real estate transaction we will refund \$500.00 to you.

The Seller Performance Standards is your written commitment from Floridian Realty Services assuring the delivery of all of the services described below.

1. Present a Comparative Market Analysis or Broker Price Opinion outlining current market conditions and pricing strategies.
2. Devise a communication schedule including frequency and contact methods.
3. Explain the marketing campaign methods that will be implemented to promote seller's property and show examples to the seller.
4. Prepare and review with seller required paperwork including the listing agreement, property disclosure statement, homeowner association notice, etc.
5. Create a Seller's Estimate Net Proceeds spreadsheet.
6. Recommend repairs, staging, and other cosmetic enhancements to increase the property's salability with competing properties on the market.
7. Objectively evaluate all offers with the seller. Negotiate on behalf of the seller to execute a purchase contract.
8. Monitor and communicate the status and satisfaction of contract contingencies. Move the transaction from contract to closing.
9. Attend the property inspections, walk-through before closing, and the closing.
10. Provide home purchase/referral assistance and a list of potential qualified vendors if needed. Contact you after closing to assure the satisfactory completion of all details.

Signature: _____ Signature: _____

Print Name: _____ Print Name: _____

Date: _____ Date: _____

To receive the guarantee please contact us to obtain a guarantee claim form within 10 days from the closing date. We may request follow-up information to complete the processing of your claim. This guarantee is limited to one \$500.00 satisfaction guarantee payment per property transaction. Terms and conditions of this guarantee are subject to change or discontinuation without notice.