

Annette Householder

Real Estate Agent - Big South Reality & Auction

Home Seller's Guide

**A One-Stop Information Booklet That Explains the Entire
Home Selling Process From A to Z**

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Big South Realty & Auction Real Estate Agent

If you are reading this, you must be interested in selling a house. How exciting! My name is Annette Householder and I am a real estate agent. I am here to make your home selling process fast, smooth and successful.

I have put together this information booklet because I have found that good communication and good information are key elements in making this process successful. Whether this is will be your first home purchase or one of many, I like to explain everything about the whole process so that we all stay on the same page and you have the security of knowing things are going along like they are supposed to. I have also sold and purchased a home in the past, even before I became a realtor, and I remember the frustration of not knowing what was going on, what to do next or who we were waiting on. When I became a realtor, I decided my clients would not go through that same frustration if I could help it.

I know that everybody hates reading information booklets, but the information in this one will stop a lot of that potential frustration from happening. It will also speed up the process because we will all know what we are supposed to be doing. Of course, there won't be a test and I will always be here to guide you through each process but you may rest better at night if you know what's happening next. 😊

A little about me...

I am originally from Alabama and moved to this area several years ago. My husband was in the US Air Force, early in our marriage, and we spent time all over the country and the world. Trust me, I have moved a lot over the years and completely understand how exciting and horrible that can be!

I am a very dedicated realtor and always put my client's needs over anyone else's, including mine. While I cannot promise you I will move you into a house, I can promise you that I will work harder on it than most realtors to find you the perfect house. I will make the process as easy as possible. I will keep you informed. I will negotiate on your behalf. I will not let anyone take advantage of you. These things I can promise you.

Unlike many realtors, I cover a large area. I am not afraid to drive some distances to work for you. Of course, there are limits due to regulations and logistics but if that becomes the case, I can still be your negotiator and get the right people working for us on that end.

With that being said, let's get to work! I look forward to working with you and hope to hear from you soon!

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Why Should I Use A Realtor To Help Me Purchase A Home?

Selling a house can be a complex process. A Realtor can help you at every stage, from setting a price to marketing the property to closing the sale. (info from realtors.com)

Setting the Price

The selling process generally begins with a determination of a reasonable asking price. Your real estate agent or Realtor can give you up-to-date information on what is happening in your local marketplace, as well as the price, financing, terms and condition of competing properties. These are key factors in marketing your home and selling it at the best price. Often, your agent can recommend repairs or cosmetic work that will significantly enhance the salability of the property.

Marketing

The next step is a marketing plan. Marketing exposes your property to the public as well as to other real estate agents through a Multiple Listing Service, other cooperative marketing networks, open houses for agents, and so on. In many markets, a substantial portion of real estate sales are cooperative sales; that is, a real estate agent other than yours brings in the buyer. The Realtor Code of Ethics requires Realtors to use these cooperative relationships when they benefit clients. An agent will also know when, where and how to advertise — which medium, format and frequency will work best for your home and your market. Though advertising can be valuable, the notion that advertising sells real estate is a misconception. National Association of Realtors studies show that 82 percent of real estate sales are the result of agent contacts from previous clients, referrals, friends, family and personal contacts.

Providing Security

When a property is marketed with an agent's help, you do not have to allow strangers into your home. Agents will generally prescreen and accompany qualified prospects through your property.

Negotiating

Your agent can help you objectively evaluate every buyer's proposal without compromising your marketing position. This initial agreement is only the beginning of a process of appraisals, inspections and financing — a lot of possible pitfalls. Your agent can help you write a legally binding, win-win agreement that will be more likely to make it through the process.

Monitoring, Renegotiating and Closing

Between the initial sales agreement and the closing (or settlement), questions may arise. For example, there are unexpected repairs that require the buyer to obtain financing, or a cloud in the title is discovered. The required paperwork alone is overwhelming for most sellers. Your agent is the best person to objectively help you resolve these issues and move the transaction to closing.

Getting the Realtor Guarantee

All real estate licensees are not the same. Only real estate agents who are members of the National Association of Realtors are called Realtors. They proudly display the Realtor logo on their business card, website, and marketing. Realtors subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. Realtors are committed to treating all parties to a transaction honestly. An independent survey reports that almost 85 percent of home buyers would use the same Realtor again.

Getting Expert Assistance

Finally, consider the scale of your transaction. Selling your home is one of the biggest financial decisions you'll make. Transactions today usually exceed \$100,000. If you had a \$100,000 income tax problem, would you attempt

to solve it without the help of a CPA? If you had a \$100,000 legal question, would you deal with it without the help of an attorney? Considering the relatively small cost of hiring a Realtor and the large potential risk of not hiring one, it's smart to find a professional to sell your home.

Why Should I Use You As My Realtor To Sell My Home?

As you have seen from above, its always a good idea to use a realtor to sell your home. However, the next question is "Why should I use you as my realtor?"

- **I am informative** - Unlike many realtors, I wont just stick a sign in your yard and hope it sells. I will stay in touch with you not only about the process we are going through but any and all activity concerning your sale. I don't believe in leaving my clients in the dark. A well informed client is better prepared for whatever step is next.
- **I am Honest** - Now that may sound awesome but sometimes it means telling you something you may not want to hear. I absolutely believe it is best for us to be honest with each other about everything so that we can work together and build the trust we need.
- **I am tireless** - Many realtors today sell real estate on a part time basis. I am a full time realtor and when I say full time I mean full time. I generally put in 70 to 90 hours a week at selling real estate and have the time to make you a top priority.
- **I have ethics** - And not just those imposed on me by the National Association of Realtors. I have to look at myself in the mirror each morning and go to bed with my thoughts each night. I will treat you just as I expect to be treated and ill not sacrifice my ethics for any unscrupulous deals.
- **I have connections** - I have a vast network of home inspectors, contractors, mortgage brokers, insurance reps and many other people in various professions that can smooth our way for a successful sale.
- **I have a family** - While may seem a strange asset to mention, its very important. First of all, it gives me compassion when dealing with you and your family. Secondly, it is my motivation for working. Just like any other job, I sell real estate to bring money home to my family. Its the reason we all have jobs. Thirdly, my family is my support. After a hard day at the office, my family is there to put things in perspective and help me prepare for the next day at battle.
- **I love my job** - I am one of the few lucky ones that absolutely loves their job. It makes it easy to get up each day and go to work. I love getting to meet people and build friendships. Our friendship will not end once your home sells. And as everyone knows, if you love your job, you will be good at it. I love my job.

Basic Process Of Selling A Home

- Let me know that you would like to consider me as your selling agent.
 - > Option A - Send me your contact info via cell, text or email
 - > Option B - Fill out the "Seller Contact Form" on my website
- Once I have your contact Info, I will deliver to you a Pre Listing Package (either digitally or hard copy, whichever you prefer) that contains a lot of useful information about me, our company and the process of listing your home.
- I will then make an appointment to come see your home and have you tell me all about your home and what your goals and timelines are for selling. I don't talk about your selling price at this time as I feel it distracts from getting a good feel for your home and your goals. Before I leave I will ask you to schedule a date and a time to meet me at my office to discuss pricing of your home and go over contract options.
- After Our first meeting, I will return to my office and begin an analysis of your home, the area, the market, strategies and options for us to discuss at our next meeting.
- At our second meeting, we will discuss the selling price you want to go with and if you agree to let me represent you, we will sign a listing contract.
- After that, I will ask you to set a date and time for me to come take pictures of your home and place a sign in your yard.
- Once the listing agreement is signed, I will get your house listed in the Coldwell banker system and get it a MLS# to make it a national listing.
- Once the MLS# is assigned, your home will appear in Big South Realty's system but will also be listed in Zillow, Trulia and Realtor.com so thousands of people will see it
- As soon as this happens, your home will appear on "Hotsheets" in every realtor's office in the area. Remember, every agent out there, even from different agencies, will want to sell your home to one of their buyers. I will not be the only one trying to find a buyer for your house.
- I will keep in contact with you to let you know how things are progressing.

Buyer Showings

- If a potential buyer wants to see your home, their agent will contact Big South Realty, or me directly, to make an appointment.
- The buyer's agent will then come show them your home. I will not be there for this.
- The buyer's agent will then give feedback to me and this will be sent to you so you will know what they thought.
- When a buyer wants to make an offer, the buyer's agent will approach me with the offer.
- I will then get in touch with you and go over the offer. At that time, you have the option of accepting the offer, declining the offer or making a counter offer to go back to them.

- Once an agreement is reached between you and the buyer, the buyer will start their financing process and the lender will schedule an appraisal of your home. Various other inspections may be scheduled by myself or the buyer's agent.
- Once the financing is complete, a closing date will be set and I will go over the closing statement with you so that you will know what to expect at closing. I will be with you at closing.

Tips & Tricks For Selling Your Home

Pricing it right

Find out what your home is worth, then shave 15 to 20 percent off the price. You'll be stampeded by buyers with multiple bids — even in the worst markets — and they'll bid up the price over what it's worth. It takes real courage and most sellers just don't want to risk it, but it's the single best strategy to sell a home in today's market.

Half-empty closets

Storage is something every buyer is looking for and can never have enough of. Take half the stuff out of your closets then neatly organize what's left in there. Buyers will snoop, so be sure to keep all your closets and cabinets clean and tidy.

Light it up

Maximize the light in your home. After location, good light is the one thing that every buyer cites that they want in a home. Take down the drapes, clean the windows, change the lampshades, increase the wattage of your light bulbs and cut the bushes outside to let in sunshine. Do what you have to do make your house bright and cheery — it will make it more sellable.

Conceal the critters

You might think a cuddly dog would warm the hearts of potential buyers, but you'd be wrong. Not everybody is a dog- or cat-lover. Buyers don't want to walk in your home and see a bowl full of dog food, smell the kitty litter box or have tufts of pet hair stuck to their clothes. It will give buyers the impression that your house is not clean. If you're planning an open house, send the critters to a pet hotel for the day.

Smell Test

Ask a friend or family member to come smell your home and tell you what they smell. Smell is a very important sense and if the house has an odor, potential buyers will be worried that they will not be able to remove the smell. Because we can't smell our own homes after time, it is important to get someone else to do it.

Don't over-upgrade

Quick fixes before selling always pay off. Mammoth makeovers, not so much. You probably won't get your money back if you do a huge improvement project before you put your house on the market. Instead, do updates that will pay off and get you top dollar. Get a new fresh coat of paint on the walls. Clean the curtains or go buy some inexpensive new ones. Replace door handles, cabinet hardware, make sure closet doors are on track, fix leaky faucets and clean the grout.

Take the home out of your house

One of the most important things to do when selling your house is to de-personalize it. The more personal stuff in your house, the less potential buyers can imagine themselves living there. Get rid of a third of your stuff — put it in storage. This includes family photos, memorabilia collections and personal keepsakes. Consider hiring a home stager to maximize the full potential of your home. Staging simply means arranging your furniture to best showcase the floor plan and maximize the use of space.

The kitchen comes first

You're not actually selling your house, you're selling your kitchen – that's how important it is. The benefits of remodeling your kitchen are endless, and the best part of it is that you'll probably get 85% of your money back. It may be a few thousand dollars to replace countertops where a buyer may knock \$10,000 off the asking price if your kitchen looks dated. The fastest, most inexpensive kitchen updates include painting and new cabinet hardware. Use a neutral-color paint so you can present buyers with a blank canvas where they can start envisioning their own style. If you have a little money to spend, buy one fancy stainless steel appliance. Why one? Because when people see one high-end appliance they think all the rest are expensive too and it updates the kitchen.

Always be ready to show

Your house needs to be "show-ready" at all times – you never know when your buyer is going to walk through the door. You have to be available whenever they want to come see the place and it has to be in tip-top shape. Don't leave dishes in the sink, keep the dishwasher cleaned out, the bathrooms sparkling and make sure there are no dust bunnies in the corners. It's a little inconvenient, but it will get your house sold.

The first impression is the only impression

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. The first thing they see is the yard. You never have a second chance to make a first impression. It's important to make people feel warm, welcome and safe as they approach the house. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers. You can typically get a 100-percent return on the money you put into your home's curb appeal. Keep the grass short so they are not reminded of grass cutting. Keep the leaves raked so they don't see that as a future chore. Entryways are also important. You use it as a utility space for your coat and keys. But, when you're selling, make it welcoming by putting in a small bench, a vase of fresh-cut flowers or even some cookies.

Basic Process Of Buying A Home (so you will know what they are doing)

The process of buying a house is a complicated one but as a realtor, I have experience in this process so you have nothing to worry about. However, I still think it's a great idea if everyone understands the process so I have created a basic process breakdown for you to review. These steps are in order but some steps may have to get repeated or rearranged depending on the circumstances.

- Choose a realtor to work with. (Hopefully that will be me)
- Get pre-approved for a loan. This is not required but is a good step since many sellers won't allow you to make an offer unless you are pre-approved for a loan. If they don't allow you to make an offer, the house is still on the market and could be sold to another buyer before you get it done. Your realtor can help you with this process. You will have to do this either before or after you find a house so its best to do it before. Also, I highly recommend letting your realtor help you choose a mortgage company. We work with many different companies and know first hand which ones are the easiest and fastest to work with. This is the most time consuming part of the entire process and having a mortgage company that is slow and incompetent will only complicate the process.
- Find a home to see (both you and your realtor will be looking for potential homes to see)
- Make an appointment with your realtor to show the home (repeat as necessary)
- Once you find a house you like, get with your realtor to make an offer
- Realtor will go over all forms and options associated with making an offer
- The offer will go to the selling agent
- Selling agent will either accept the offer or make a counter offer.
- Once a final offer is accepted by the seller, the house is officially under contract and cannot be sold to anyone else unless the terms of the contract are broken or expire
- The offer will go to your mortgage broker. If you do not have one, your realtor will recommend one.
- You will then work a directly with the mortgage company supplying them with the information and documents they need to secure your home loan.
- You will need to choose an attorney to do the closing. If you do not have one, your realtor will recommend one.
- You will need to get a quote for home insurance and send it to your realtor and mortgage broker.
- Meanwhile, your realtor will begin scheduling things like termite and home inspections.
- Once the loan is ready, the mortgage broker will send the appropriate paperwork to the closing attorney.
- The closing attorney will contact you or your realtor with a closing date and time. Usually 30 days after offer is accepted is normal but depending on the loan type and any complications, it could take up to 60 days. Your realtor will go over with you everything you need to bring to closing.

- Your realtor will schedule a walkthrough at the new house with you probably the day before closing.
- At closing:
 - > You will have to sign a ton of papers (you, your spouse and anyone else on the note or deed)
 - > You will have to pay your down payment (if required)
 - > You will have to pay the closing costs (if by contract you agreed to pay them)
 - > You will have to pay the first year of property taxes
 - > You will have to pay for the first year of home insurance
 - > A check will be cut (from the seller) to pay 3% commission to the sellers agent and 3% commission to the buyers agent (the buyer never has to pay their realtor)
- You now own this home!!! Move in!!

Home Inspection / Home Warranty

Home Inspection. What is it and do I need it?

A home inspection is an option available to the buyer (at the buyers cost) but is not required. A buyer can also state in the contract that they want the seller to purchase a home inspection as part of the deal. With a new or newer home, it may be an option that you decide not to pursue. However, if the home has some age on it, I strongly suggest having one done and having a contingency on the contract that purchase depends on the home being in good repair based on the inspection report. A good home inspector will spend some time at the home checking everything from the heating / AC to the plumbing. You will receive a detailed report that not only shows you every single thing wrong with the house but will usually list things like filter locations and sizes and other good information you may need if you purchase the house. Also, while the home inspection is a good way to find out problems before you purchase the house, it can also be a price negotiating tool. If you would like to have a home inspection on a house you are interested in, Let me know. The cost is generally under \$150 and well worth it. If you, as the buyer, are paying closing costs, this expense will just be added to those costs to be paid at closing.

Home Warranty. What is it and do I need one?

A home warranty is just what it sounds like. It is a 1 year warranty against major problems with the house. For older homes, I strongly recommend this. Home warranties can come in handy. If you have a serious problem, it can give you some decent savings. And it may be worth it just for the first year while you're getting to know your home, and then you can decide if you want to renew it especially with the rate increase in subsequent years.

If you purchase an older home, or just want peace of mind with a home purchase, then it is a good idea to get a home warranty. It provides that peace of mind, and is good for homeowners to protect their investment. The last thing you want to happen is have a \$10,000 furnace go out 3 months after you have moved in.

A 1 Year Home Warranty generally runs around \$650 and is paid for at the time of closing

Common Real Estate Terms

Amenities

Amenities are the enhancements that buildings offer its owners or tenants. These usually include a doorman, health club, garage, children's playroom, common lounge, etc.

Appraisal

An appraisal is the evaluation of a property by a licensed appraiser on its price based on previous sales of similar properties. The appraised value is used by a bank to determine the lending limit on a given property. A seller may also have a property appraised to determine the offering price during a sale.

Buyer's Broker (Real Estate Agent)

A buyer's broker is a broker who represents the buyer in effectuating a purchase. Normally in residential real estate transactions, the buyer's broker shares the commission received by the listing broker, who represents the seller.

Closing

The closing is when the transfer of ownership of a property from the seller to the buyer occurs according to the sales contract.

Closing Costs

Closing costs are the expenses incurred in the purchase and sale of real property paid at the time of settlement or closing. Some examples of closing costs are title insurance, attorney fees, appraisal fees, recording fees and taxes.

Commission

The commission is the payment to the broker for his or her efforts on marketing and selling the property, and is usually a percentage of the total purchase price.

Commission Split

A commission split is the sharing of commissions between the listing agent and the broker of the buyer.

Contingency

Contingency is a condition in a contract relieving a party of liability if a specified event occurs or fails to occur.

Conventional Mortgage Loan

A conventional mortgage loan is a loan in which the federal government does not insure or guarantee payment to the lender, but is under the amount of a jumbo mortgage.

Deed Restriction

A deed restriction is a limitation on land use appearing in a deed.

Down Payment

The down payment is the amount of money a buyer pays upfront in order to purchase a property. It is usually paid at the signing of the contract in the form of a certified check. The amount is typically 10% of the sales price.

Dual Agent

A dual agent is a broker or salesperson who represents both the buyer and seller in the same transaction.

Earnest Money Deposit

Earnest money deposit is the deposit a buyer makes at the time of submitting an offer to demonstrate the true intent to purchase. It is also called a binder or good faith deposit.

Equity

Equity is the difference between what something is worth and any loan secured by the asset (i.e. the value of a property less the outstanding mortgage). For example, if a home is worth \$100,000 and the owner/borrower owes \$65,000 on the mortgage loan secured by the borrower's home, then the borrower's equity is \$35,000 or 35% equity in the home.

Escrow

A state where consideration, benefits, legal rights, document, or a sum of money is held by one person in trust for another, for the purpose of assuring performance under an agreement. Normally in a residential real estate sale, the attorney for the seller is the escrow agent for the deposit money securing the deal until closing. The money is held in an escrow account.

FHA Insured Loan

An FHA insured loan is a mortgage insured by the Federal Housing Administration.

Good Faith Estimate

A Good Faith Estimate is an estimate of the fees a mortgage borrower will be required to pay at closing. It is required by Federal law that the lender provides the Good Faith Estimate within three business days of the initial loan application.

Listing

The term used by brokers to market a house for sale or rent.

Mortgage Broker

A real estate professional who represents an array of banks seeking to issue mortgages. The mortgage broker meets with a customer, assists with the application, and facilitates the mortgage process on behalf of the borrower and the bank. Generally, in the case of residential mortgages, the mortgage broker is paid a fee by the bank for this service.

Mortgage Insurance (or Private Mortgage Insurance / PMI)

Mortgage insurance is insurance that protects the lender in case the home buyer does not make their mortgage payments. Typically, a borrower would be required to pay a fee for mortgage insurance if their down payment is less than 20%.

National Association of Realtors (NAR)

The NAR is the largest and most prominent trade organization for real estate brokers and agents.

Offer

An offer is made to purchase a property at a specific price. Once an offer is accepted, then a contract of sale is issued by the seller's attorney.

Radon

Radon is a colorless, odorless gas present in soil that enters a home through small spaces and openings.

Real Estate Broker

A real estate broker is an individual employed on a fee or commission basis as an agent to bring buyers and sellers together and assist in negotiating real estate contracts between them.

Seller's Agent

A seller's agent is the listing agent that works in the best interests of the seller.

Square Footage

The area measured in square feet of a certain property. Square footage can be measured in different ways and is usually considered approximate. Condominium apartments have specific laws that determine the way in which the apartment is measured and usually more accurately reflect the actual square footage within a property.

Survey

A survey is a document indicating measurements, boundaries and the area of a property.

Title Insurance

Title insurance is an insurance policy protecting the insured from financial loss caused by a defect or question about the title to real property.

Title Search

Title search is a process that examines local public records, laws and related court decisions to determine if any other parties have valid claims against the subject property (such as past due taxes, judgments or mechanics' liens). It also discloses past and current facts about the subject property's ownership.

Truth-in-Lending Disclosure

Federal law requires that the lender must give this document to the home buyer within three business days after the loan application. This disclosure gives details of the mortgage payments along with the corresponding APR and finance charges.

Underwriting

In mortgage lending, underwriting is the decision-making process used to determine whether the loan risk is acceptable to the lender. Underwriting involves the satisfactory review of the property appraisal and examination of the borrower's ability and willingness to repay the debt and sufficiency of collateral value of the property.

VA Guaranteed Loan

A VA guaranteed loan is a mortgage loan in which the loan payment is guaranteed to the lender by the Department of Veteran Affairs.

Walk-Through Inspection

The walk-through inspection of a property occurs right before a closing to ensure that the property is being delivered as stipulated in the contract of sale.

For more terms, visit <http://www.realestateabc.com/glossary/>

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CONSUMER GUIDE TO AGENCY RELATIONSHIPS

Real Estate Information Services, Inc.

We are pleased you have selected Big South Realty and Auction (Brokerage Name) to help you with your real estate needs. Whether you are selling, buying or leasing real estate, the above referenced Brokerage can provide you with expertise and assistance. Because this may be the largest financial transaction you will enter into, it is important to understand the role of the agents and brokers with whom you are working. Below is some information that explains the various services agents can offer and their options for working with you. For more information on agency law in Kentucky, you may also contact the Kentucky Real Estate Commission at (502) 429-7250, or on its website at www.krec.ky.gov.

Representing the Sellers: Most sellers of real estate choose to list their home for sale with a real estate brokerage. When they do so, they sign a listing agreement that authorizes the brokerage and the listing agent to represent their interests. As the seller's agent, the brokerage and listing agent must: follow the seller's lawful instructions, be loyal to the seller, promote the seller's best interests, disclose material facts to the seller, maintain confidential information, act with reasonable skill and care, and account for any money they handle in the transaction. In some circumstances a listing broker may also offer "subagency" to other brokerages which would also represent the seller's interests and owe the seller these same duties.

Representing Buyers: When purchasing real estate, buyers usually choose to work with a real estate agent as well. Often the buyers want to be represented in the transaction. This is referred to as buyer's agency. A brokerage and agent that agree to represent a buyer's interest in a transaction must: follow the buyer's lawful instructions, be loyal to the buyer, promote the buyer's best interests, disclose material facts to the buyer, maintain confidential information and, account for any money they handle in the transaction.

Dual Agency: In some transactions, the same agent and brokerage that represent the seller also represent the buyer. This is referred to as dual agency. When a brokerage and its agents become "dual agents," they must remain loyal to both clients. They may not advocate the position of one client over the best interests of the other client or disclose any personal or confidential information to the other party without written consent.

Working With (brokerage): The above referenced Brokerage does represent both buyers and sellers. When the above referenced Brokerage lists property for sale, all agents in the brokerage represent the seller. Likewise, when a buyer is represented by the above referenced Brokerage agent, all of the agents represent that buyer. Therefore, when a buyer represented by the above referenced Brokerage agent wishes to purchase property listed by our company, the agent(s) involved act as dual agents. This is true whether one agent is representing both parties or two separate agents are involved. In the event that both the buyer and seller are represented by the above referenced Brokerage agents, these agents and the above referenced Brokerage will act as dual agents, but only if both parties agree. As dual agents, they will treat both parties honestly, prepare and present offers at the direction of the parties, and help the parties fulfill the terms of any contract. They will not, however, disclose any confidential information that will place one party at an advantage over the other or advocate or negotiate to the detriment of either party. If dual agency occurs, you will be asked to consent to that in writing. If you do not agree to your agent acting as a dual agent, you can seek representation from another brokerage. As a buyer, you may also choose to represent yourself on properties the above referenced Brokerage has listed. In that instance, the above referenced Brokerage will represent the seller and you would represent your own best interests. Because the listing agent has a duty of full disclosure to the seller, you should not share any information with the listing agent that you would not want the seller to know.

Working With Other Brokerages: When the above referenced Brokerage lists property for sale, it also cooperates with, and offers compensation to, other brokerages that represent buyers. As a seller, you should understand that just because the above referenced Brokerage shares a fee with a brokerage representing the buyer, it does not mean that you will be represented by that buyer's brokerage. Instead, that company will be representing the buyer and the above referenced Brokerage will be representing your interests. When acting as a buyer's agent, the above referenced Brokerage also accepts compensation offered by the listing broker. If the property is not listed with any broker, or the listing broker does not offer compensation, we will attempt to negotiate for a seller-paid fee.

Fair Housing Statement It is illegal, pursuant to the Kentucky Fair Housing Law and Federal Fair Housing Law, to refuse to sell, transfer, assign, rent, lease, sublease or finance housing accommodations, refuse to negotiate for the sale or rental of housing accommodations, or otherwise deny or make unavailable housing accommodations because of race, color, religion, sex, familial status, disability, national origin, or sexual orientation in some counties or to so discriminate in advertising the sale or rental of housing, in the financing of housing, or in the providing of real estate brokerage services. It is also illegal, for profit, to induce or attempt to induce a person to sell or rent a dwelling by representations regarding the entry into the neighborhood of a person or persons belonging to one of the protected classes.

We hope you find this information to be helpful to you as you begin your real estate transaction. When you are ready to enter into a transaction, you will be given an Agency Disclosure Statement that specifically identifies the role of the agents and brokerages. Please ask questions if there is anything you do not understand.

Because it is important that you have this information, Kentucky law requires that we ask you to sign below, acknowledging receipt of this pamphlet. Doing so will not obligate you to work with our company if you do not choose to do so.

Name (Please Print)

Name (Please Print)

Signature Date

Signature Date