

Dominion Arizona Realty, LLC



Stephen Yost

Associate Broker, Realtor®, ABR, AHWD, BS

Changing The Face Of Real Estate One Client At A Time™

What you'll want to know
when listing your home For Sale



Stephen's
Home Seller's Handbook

Stephen Yost
Direct Line (480) 703-7990
www.StephenAZHomes.com
email@StephenAZHomes.com





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We are what Real Estate should be . . .

*We are the eyes that see
what you are looking for . . .*

*The ears that hear
what is important to you . . .*

*The voice that speaks
on your behalf . . .*

We are the promise of innovative resources . .

The guide who will show you the way . . .

*We are your
Dominion Arizona Real Estate Agents*

. . . and we will sell your home.

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My Mission

My Mission is to help people achieve the American Dream of Home Ownership. It is my belief that the ownership of real estate creates the best opportunity for my clients to build long-term wealth in their lives. It is my intent to educate my clients about the benefits of owning real estate—financial security for the future, lifestyle enhancement, peace of mind, pride of ownership, potential income tax savings. Owning real estate can make the difference between a meager lifestyle and a comfortable one. I believe real estate should be a part of everyone's investment portfolio . . . it is my intent to help my clients achieve this goal and build for a strong financial future.

My Commitment

- ◆ Understand, anticipate and effectively respond to the needs and expectations of buyers.
- ◆ Support a business environment that values integrity, loyalty, creativity, growth and fun.
- ◆ Seek investment opportunities for my clients that provide superior financial performance, profit and return on investment.
- ◆ Vigorously pursue innovation in technologies, products and services that add value to the customer and efficiency to the real estate process.
- ◆ Share my financial and human resources with our communities in order to improve quality of life and build the local economy.

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Selecting An Agent



- ◆ Look for an agent who has the knowledge and experience to market and sell your home properly. Ask the agent about his/her qualifications.
- ◆ Look for an agent who utilizes both conventional methods and ever-changing technologies to market your home. Today's buyers are very savvy and they utilize the newest methods to conduct their housing search, even prior to contacting a Realtor®.
- ◆ Choose an agent you feel comfortable with. The sales process can take time and will involve a close working relationship between you and the agent.
- ◆ Never select an agent based on the price they are willing to list your home. The agent who quotes the highest price for your home will be the least likely one to sell it. The overwhelming number of homes expiring unsold today are a result of poor advice from inapt agents. The problem then extends to the next agent, who must overcome the obvious shop worn result of the home being on the market for an extended period of time. Often times this results in the home selling for less than it would have had it been properly priced from the start.

I would love the opportunity
to interview for the job of being your Realtor®.

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Education & Experience

Handling real estate transactions requires extensive knowledge of market conditions, aggressive promotion and expert negotiation skills. I possess the professional expertise, and exemplary marketing and sales skills necessary for assisting you with your real estate needs.

Following are my qualifications & affiliations:

- ◆ Successfully serving the East-Valley Real Estate Market since 1998
- ◆ Multi-Million Dollar Producer (I've sold homes and properties from \$55,000 to \$1,500,000, and everything in between)
- ◆ Technology Marketing Specialist - I utilize cutting-edge marketing strategies that most Realtors are not using to market their listings
- ◆ REBAC Accredited Buyer's Representative (ABR)
- ◆ National Association of Realtors designated At Home With Diversity agent
- ◆ 12+ Years Experience in the Appraisal Field (previously Advanced Certified Appraiser through the State of California) - I know appraisal theory and understand property values
- ◆ Bachelor of Science Degree in Business Administration, Accounting – I'm knowledgeable in financing, which means I can assist you with understanding your financing options
- ◆ Numerous Customer Service Awards from Coldwell Banker & Prudential
- ◆ Member National Association of Realtors, Arizona Association of Realtors, Scottsdale Association of Realtors

What do those Designations mean?



The ABR (Accredited Buyer Representative) designation, the benchmark of excellence in buyer agency service, demonstrates to clients that the agent has taken steps to continue his/her education in the field of buyer representation and has the proven experience and training to deliver ethical and professional service to buyers. There are more than one million real estate licensees in the United States; of these licensees, fewer than 2% are Accredited Buyer Representatives. I have the comprehensive education and experience to provide you with superior buyer representation.



The Multi-Million Dollar designation is granted those agents who consistently sell at the multi-million dollar level. I maintain this level of achievement, averaging over \$7 million in annual sales over the past three years!



The At Home With Diversity (AHWD) logo is granted those agents who have completed a Diversity training program, who have met eligibility requirements established by the National Association of Realtors®, and who are committed to the One America Principles of serving and treating all clients equally, without prejudice towards any group of people. I am committed to working with all clients regardless of race, religion, gender, age, national origin, handicap, familial status or sexual orientation.

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Client Testimonials

Here's what some of my past clients have to say about the my services:

I was aware of the fine reputation which Mr. Yost possessed as a Realtor when I approached him to sell my home in Fountain Hills. What I did not realize was the total commitment and dedication of purpose he would bring to this effort. The sale was quick and most satisfactory. The entire procedure was smooth and totally professional. (Mary D.)



I have known Stephen for almost 6 years now and he has been my agent on 3 real estate transactions. The best part about working with Stephen is knowing that I am working with a man whose knowledge and dependability are exceeded only by his honesty and high integrity. I recommend him unconditionally! (Ruth Anne L.)

Stephen made a very intimidating and potentially difficult process effortless for me. He advised me through every part of the process and gave honest advice I couldn't imagine working with a more professional real estate agent. (Don M., first-time buyer)

We have been very satisfied with your services when representing us in both purchasing and selling our home. We wish you could help us in Vancouver! We would be pleased to recommend your services to any future clients. They would be lucky to have you as their Realtor. (Rick & Melanie R., relo customers)

Stephen was unquestionably the most professional, thorough, detail oriented agent that I have had the pleasure of working with. I recommend him highly and definitely plan to use him again. (Tom W., relo customer)

I could not have asked for a more professional handling of the sale of my house. I don't know what I would have done without your expertise & attitude. I will be forever grateful and will never hesitate to recommend you to everyone I know. (Jeanne M.)

I feel extremely lucky that I met you by wandering into that Casita . . . the experience was the most positive I've had and you will always have my recommendation. (Kelly M., open house customer)

This was a difficult sale and you really went to bat for us. After working in a real estate office for 6 years, you were a breath of fresh air. Thank you for all your help. (Eric & Terrin R.)

I highly recommend you to anyone! You were great to work with! You went above and beyond to attend to every detail and always were on top of the transaction. You did a fabulous job and I hope to work with you in the future! (Joyce M.)

Thanks for everything! Being a 1st time buyer, I knew nothing. I really appreciate all your help. I will only go through you when buying my next home. (Stacey J.)

**When it comes to customer satisfaction, Stephen Yost goes the extra mile.
I want you to become my customer for life!**

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What's Stephen's Magic?



It's simple, I have the formula for success!

Stephen Yost, in affiliation with Dominion Arizona Realty, offers the best full service real estate services in the industry. Whether you are selling a home or buying a home, that formula means success for you!

Home Sellers -

My sellers' homes receive more exposure to more buyers than ever before. Utilizing the latest technology, my marketing services reach home buyers with specific information about my listings! I do more than show your home, I show it off!

Home Buyers -

Home buyers know that Stephen Yost, in affiliation with Dominion Arizona Realty, leads the industry with home buying counseling and the largest selection of homes for sale. I do more than show you a home, I help you buy it!

Our Sale Associates -

Our sales associates are the finest real estate professionals in the business today, who have received the most comprehensive education available in the industry. I have access to Dominion's extensive marketing services, full coverage advertising, and the strength and recognition of the Dominion name.

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One Client At A Time!

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My Objectives . . .

- 1) To continually bring as many qualified buyers to your home, until it is **SOLD**.
- 2) To **COMMUNICATE** the results of my activities to you on a regular basis . . . I keep you informed.
- 3) To assist you in getting the **HIGHEST** dollar value for your home in the shortest amount of time. (Time is money!)
- 4) To constantly look for the best possible methods of exposing your property to potential **BUYERS** in the marketplace, including aggressively advertising your property in various local media.



You don't "sort of" want to sell your home . . .
and I am not about to "kind of" market it!

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Value Determination . . .

The value of your home can be influenced by the following:

Price

The price at which you are willing to sell, and a ready, willing and able buyer is prepared to pay. Price is established by analyzing the recent sale of properties that are comparable to your home.

Time

A reasonable amount of time should be allocated to find a suitable purchaser.

Market Conditions

Market conditions are influenced by the number of homes for sale, the number of buyers and financing options (loan programs and interest rates) available at lending institutions.

Consider these seven facts when pricing your home . . .

- 1) **Buyers determine value, not Realtors and not sellers.** They buy by comparison, just as you will when you purchase your next home.
- 2) **Remove emotion and price from your mind.** Sellers speak of value, amount invested and what they can afford to take. Buyers on the other hand only consider price, condition and comparison to other properties offered for sale, as well as recently sold properties.
- 3) **Your home will sell only because it is better than its competition,** not because it is your home.
- 4) **Over-pricing causes your home to become stale on the market.** Buyers and other Realtors® begin to wonder what is wrong with your home. Why has it not sold?
- 5) **Your total investment in your home has no effect on what a buyer can negotiate with another seller.**
- 6) **Most homes unsold after 90 days on the market are over priced** for their condition and/or location in today's market . . . not yesterday's market, not tomorrow's market, but today's. Our present market may be weak or strong, but it is the only one we have and pricing a home correctly in our market will help insure its sale.
- 7) **Your asking price should be high enough to encourage maximum offers, but not so high as to discourage otherwise qualified buyers.**

It is my goal to assist you in the determination of the value of your home by giving you current, factual data on the market conditions and the average market time for the sale of homes in your area.

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The Right Price For Your Home . . .



A home priced at its market value has a 95% chance of being sold within a reasonable market period. The higher its price in relation to other similar properties currently being marketed, the less the probability of its sale. A home priced right during its initial exposure gets the most attention on the market. Buyers make their decisions by comparison, and home prices which compare unfavorably with other properties, do not sell. Homes listed above market value attract the wrong prospects and they help sell other homes!

Buyers are often hesitant to buy a home which has been on the market for an extended period of time, being fearful that there is something wrong with the home. Extended market time also becomes an invitation for buyers to make low offers for your home.

Ultimately, the selling price of your home is set by the market, rather than by you or me, and I can serve you best by determining what the current market value is and listing your home at (or near) that value.

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Failure Is Not An Option . . .

No excuses . . . whatever it takes!



When I list your home, I know I can sell it. The minute you list your home with me, a powerful chain of events begins. My team springs into action. Internet marketing begins. Brochures and post cards are printed and mailed. Virtual Tours and CDs are generated. MLS referrals start. I do whatever is necessary to sell your home as quickly as possible, for the most amount of money, with the least amount of hassle. I pull out all the stops! Do I take my job of selling your home a little too seriously? Probably. But considering you've trusted me with your single largest asset, I don't think you'll mind.

You deserve the very best . . .

Stephen Yost &

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My Marketing Plan . . .

I am committed to offering the highest standards of professional service to my customers. To assure you that your property is marketed to its fullest potential and to obtain the highest price possible, I utilize the following plan to market your home:

- ◆ Submit listing contract to the Arizona Regional and White Mountain (if applicable) Multiple Listing Services; more than 30,000 real estate agents will now know that your home is on the market.
- ◆ Place a Dominion Arizona Realty sign at your home, providing strong name recognition, to attract buyers.
- ◆ Place custom flyers at the sign and in the home.
- ◆ Place a lock box on your home to create easy access for buyer's agents.
- ◆ Notify other Agents in our community that your home is now listed through my networking.
- ◆ Notify all agents in our office that your home is now listed and schedule an office tour (if applicable).
- ◆ Notify prospective buyers that your home is now listed, through my personal and professional networking.
- ◆ Mail "Just Listed" notices to specific target areas in our community.
- ◆ Post your home to all major real estate web sites, including Realtor.com (the largest and most popular real estate site on the Net!), Homes.com, azcentral.com (the Arizona Republic's site), msn.com, homestore.com, realestate.com, StephenAZHomes.com, DominionAZRealty.com and many others.
- ◆ Publish multiple photos, virtual tours and/or slide shows on the MLS, as well as Realtor.com, Homes.com, StephenAZHomes.com and many others.

(continued)

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My Marketing Plan (cont.) . . .

- ◆ Place advertisements in local publications when necessary to attract prospective buyers.
- ◆ Assist with the coordination and scheduling of showings for other agents.
- ◆ Provide you with on-line feedback, directly from the buyer's agents who show your home, so you and I know first-hand what these agents and their buyers think of your home.
- ◆ Contact you on a regular basis with progress reports and market updates.
- ◆ Review market conditions and marketing activity, and make suggestions for adjustment as necessary.
- ◆ Pre-qualify prospective buyers, and require all buyers submit a Loan Status Report (pre-approval) with their offers.
- ◆ Present and discuss all offers on your home with you.
- ◆ Negotiate the transaction on your behalf with the buyer's agent to obtain the best price and terms for you.
- ◆ Assist with all contract requirements, including deadlines, inspections and disclosures required by law.
- ◆ Coordinate with the buyer's agent, lender and Title company to insure a smooth transaction.
- ◆ Assist with the final details, including the final walk-through and document signing at the Title company.
- ◆ Assist you with relocation services.
- ◆ Follow up with you after the sale to insure your needs were met.

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Virtual Tours

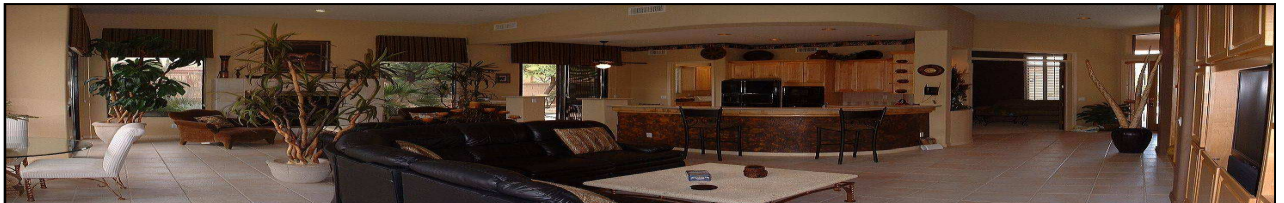
I utilize two different virtual tours, depending on the size of the home and list price of the home.

For larger homes, I utilize a 360 degree virtual tour to capture the interior and exterior features of your home. Because this type of tour is 360 degrees in nature, it only works well in homes with larger rooms. This tour may include additional photos of your home, as well as property details and the ability to e-mail the tour to prospective buyers.

For both smaller (and larger) homes, I utilize a Real Estate Show tour, which includes up to 99 photos of your home, nine of which are included in a picture slide show set to music; a detailed description of your home; a link to local school information; and the capability to e-mail the tour to prospective buyers.

Additionally, I can upload up to 99 pictures of your home onto my web site, as well as onto the Dominion Arizona Realty web site, both of which create a revolving picture slide show of the photos for a pleasing presentation of your home.

With over 75% of buyers beginning their search for a home on-line, it is imperative that your home have a strong presence on the Internet; otherwise, you may miss out on this large number of potential buyers even being aware that your home is on the market.



Showcasing Your Home To Prospective Buyers

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Internet Marketing

My forte is helping sellers get their home sold using the latest Internet technology. Over 85% of home buyers are searching the Net for their next (or first) home, prior to contacting a Realtor® to assist them. As such, it's critically important that your home has a strong Internet presence so these home buyers can find your home when conducting their searches. When you list with me, your home is posted to the following sites to create that strong presence:



- | | |
|---|-----------------|
| ARMLS (Arizona Regional MLS)* | AZCentral.com |
| Realtor.com (<u>largest real estate site on the Net</u>)* | Homes.com |
| StephenAZHomes.com* | CraigsList.org* |
| PCOpenHouse.com* | MSN.com |
| HomeStore | RealEstate.com |
| Yahoo.com | HomeGain.com |
| Zillow.com* | Trulia.com* |

In addition to postings on these sites, I create enhanced listings with detailed descriptions, additional photos and/or virtual tours (set to music) on many of the sites (those designated with an "**"). And, because of my membership in Realtor.com (most agents don't pay for this), my listings are distributed to other major portals to attract buyer attention (see Appendix I—Distribution Partners).

To further showcase your home, I create 24/7 Virtual Open House CDs that contain a virtual slide show of your home set to music, detailing the features and amenities of your home. These CDs are placed at the yard sign and in your home for those buyers driving by or previewing your home.

When you're ready to hire a Realtor® to market your home, don't take a chance on missing the over 85% of buyers searching the Net for their next home, nor on hiring a Realtor® who doesn't have the skills to incorporate technology into the marketing of your home. Call Stephen Yost, your Techno Marketing Expert, and make sure you have that strong Internet presence!

Leading The Way On The Net

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Feedback & Market Updates

In addition to hiring a Realtor to market your property, your Realtor should also keep you updated on market conditions and feedback. I do this in two ways:



To keep abreast of the ever-changing market within your neighborhood, I provide you with bi-weekly Market Updates so you and I both know what your competition on the market (other active listings) is doing, what properties in your area have gone "Pending", and what properties have sold during the past few months. This information is crucial for making adjustments to changing market conditions. Without it, and without adjusting to market conditions, you'll simply help your competition sell their property!

To keep both you and me informed on market feedback, I utilize an on-line feedback system to obtain feedback from buyer's agents who've shown your home. This system allows both you and I to see firsthand what buyer's agents are saying about your home, via an e-mail directly from the agent, which can provide valuable information in the process of marketing your home. You may wonder why we'd be concerned with buyer and buyer agent feedback. We want to know what these individuals who preview your property feel about its condition and price, so we can make adjustments as necessary. Think about it, if a buyer asks his/her agent what he/she feels about a property, the agent will give his/her opinion, which will undoubtedly affect the buyer's decision in choosing a home to purchase. If there are issues with condition and price, buyer agent feedback can be useful in overcoming any objections.



I keep you updated and provide you with sound advice and counsel, based on current market data, so you stand the best chance of selling your home in the shortest amount of time and for top dollar.

Keeping You Informed Every Step Of The Way

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When to Advertise . . .



It's not necessary, nor even advisable, to advertise your home every week. On a consistent, regular basis I use classified ads on a variety of homes, appealing to a variety of buyers. My ads generate calls on all of my properties, including yours. Occasionally I sell prospective buyers the same home they call me about.

Less than 2% of my sales come directly from print advertising. If ads sold homes, there would be no need for Realtors®. Experience, backed by hard statistics, tell us ads don't sell the majority of homes . . . agents do.

Market research data tells us that rotating ads of properties for sale is most effective with those buyers who watch the ads on a regular basis. Too frequent advertising of a property makes it soon seem "shopworn".

Our best advertisement is the sign in your front yard. 35-45% of our calls come from our signs (15% of my buyers)!

Most open house prospects who come to my open houses come from open house signs rather than ads, and open houses are another source of prospects that our sales associates can develop into buyers.

80% of buyers in today's marketplace are conducting property searches on the Internet and have narrowed their search for a home utilizing this technology before they ever contact a Realtor®. I insure they see your home on the World Wide Web.

I utilize a combination of strategically placed marketing to insure maximum exposure of your home!

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Suggestions To Help You Showcase Your Home . . .

I offer the following suggestions to assist you in showcasing your home for prospective buyers. Utilizing these tips has proven successful for piquing buyer interest in a prospective home.

1. Tidy up the grounds, porches, garage. Keep the lawn trimmed and edged, and make sure your yard is clean of any refuse.
2. Your front door gives a vital first impression while a Realtor® and buyer prospect wait for you to answer the bell. Be sure it is clean and freshly painted, if necessary.
3. Dress up your windows with freshly laundered curtains.
4. If any decoration is needed in your home (especially in the kitchen), now's the time to do it. \$100 worth of paint may prevent a \$500 price cut. Bathrooms also help sell homes . . . make sure your bathrooms sparkle.
5. Keep all steps clear of any hazards.
6. Don't forget to have all light sockets filled with bulbs. Illumination is like a welcome sign . . . the potential buyers will feel the warmth when you turn on all your lights during a showing.
7. Keep the kitchen sink clear of dishes, put clothes away, keep newspapers and magazines organized.
8. Make your beds with attractive spreads.
9. Keep pets out of the way when showing. We suggest placing pets in a secure location so that potential buyers can preview your home without becoming annoyed or distracted.
10. If at all possible, avoid being present during the showing. The potential buyer may feel like an intruder and hurry through your home. Also, being absent during the showing will allow the buyer and his/her agent to speak openly about your home, which may lead to a potential sale.
11. If you are present, leave the showing to the buyer's agent. The buyer's agent is a professional and he/she knows the buyer's requirements and can best emphasize the features of your home. If the buyer's agent has any questions, PLEASE refer him/her to me. Don't discuss anything concerning the sale of your home with the potential buyer or the buyer's agent. Buyer's agents know how to get additional information from sellers, which could be damaging to you in getting top dollar for your home.
12. Let the Realtor® discuss price, terms, possession and other factors with the potential buyer. The buyer's agent is qualified to bring negotiations to a favorable conclusion, through me.
13. Never apologize for the appearance of your home. It may distract from the buyer's interest.
14. Never try to sell furniture to a potential buyer before an offer is accepted.

For more tips on showcasing your home, contact me.

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What You Should Know About Dual Agency . . .

Dual Agency is created when a real estate broker represents both the seller and the buyer in a real estate transaction. This situation is likely to occur when a real estate company has a listing and one of their salespeople working with buyers is interested in buying that listing.

Important Considerations For Sellers

More buyers will see your home if you allow dual agency . . .

Buyers may choose "Buyer Broker" representation during their home search process with a Dominion Arizona Realty associate. By consenting to dual agency, all prospective buyers working with Dominion Arizona Realty associates will be able to see your home. Without your dual agency acceptance, buyers who have chosen an agency relationship with Dominion Arizona Realty will not be able to see or purchase your home through our company.

"Motivational" information is kept confidential . . .

Buyers and sellers may share motivational information with their real estate agent. This may include information about an acceptable price, terms and their reasons for buying or selling. In a dual agency situation, this information will be kept confidential and not share with the other party.

Buyers and sellers get equal representation from all associates . . .

All of the sale associates involved in the transaction owe an equal level of representation to both the buyer and seller. All information will be shared with both parties, with the exception of the final price or terms either party will agree to and their motivation for making those decisions.

Buyers will get advice on negotiation options and potential outcomes . . .

The broker will advise the seller as to negotiation options as well as the future ramifications of those decisions. Advice may take place prior to, or during the presentation, negotiation and acceptance of an offer to purchase. The buyer will not be advised on the price and terms that should be offered in a dual agency situation.

Stephen Yost at your service!

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The Sale & Purchase Agreement . . .

The Sale

Once a qualified buyer has been found, it's my responsibility to negotiate a purchase agreement with terms, price, closing date, possession, etc., that are satisfactory to you. I may be working directly with the buyer (see Dual Agency) or the agent who represents the buyer.



While my objective is to achieve a transaction that is acceptable to both you and the buyer, remember that my obligation is to you and I am working for your best interests (see Dual Agency limitations).

The Purchase Agreement and what you'll be looking for . . .

- ◆ The exact names of the parties making an offer.
- ◆ Agency confirmation to determine proper representation.
- ◆ The amount of earnest money deposited by the buyer, in case of buyer default.
- ◆ An accurate description of the property (legal, if available).
- ◆ A complete description of fixtures, personal property and leased equipment (if any) included in the sale.
- ◆ The price and complete terms of payment, including financing options, allocation of financing costs (if any) and any buyer contingencies.
- ◆ Who is to pay the real estate taxes and any current or pending assessments.
- ◆ Request for statements of the HOA/Condominium/PUD (if applicable).
- ◆ Seller disclosures regarding material facts about the home, and lead based paint hazards (if applicable).
- ◆ Explanation and assistance with buyer reasonable disapproval of material matters.
- ◆ All terms and conditions spelled out which may have been verbally agreed upon by buyer and seller (never discuss terms verbally with a buyer!).
- ◆ An estimate of selling costs, which will reflect the approximate net proceeds you can expect from the purchase agreement under consideration.
- ◆ How to respond if a counter offer is required.
- ◆ The buyer's and seller's rights and expectations during a final walk-through of the home.

Quality Service you can count on . . . from Stephen Yost

Stephen Yost
 Direct Line (480) 703-7990
www.StephenAZHomes.com
email@StephenAZHomes.com





Stephen Yost

Associate Broker, Realtor®, ABR, AHWD, BS

Changing The Face Of Real Estate One Client At A Time™

The Closing & Your Obligations . . .

In the state of Arizona, the Realtor® and the Title Company will handle your escrow. The Title company will prepare the necessary paperwork for closing your transaction, as well as record the necessary documents.



There are certain financial obligations for which you are typically responsible for on or before the close of escrow. Following is a list of the most common obligations of the seller:

1. Current abstract or title search charges.
2. Expenses related to the clearing of defective title.
3. Deed tax, if any.
4. Preparation of deed and other closing papers.
5. Satisfaction of existing liens:
 - a. Mortgages
 - b. Judgments (if any)
 - c. Federal Tax Liens (if any)
6. Recording satisfaction of liens.
7. Interest to date of pro-ration on assumed loans.
8. Mortgage pre-payment penalty (if any).
9. Lender service charges on VA or FHA loans.
10. Special assessments, if required by the purchase contract or regulation.
11. Current real estate taxes.
12. Brokerage fees.
13. Repairs, if agreed to in the purchase contract, or required to secure VA or FHA financing.
14. Final utility bills through the closing date.
15. Homeowner's insurance in force through the closing date.

In addition to the seller's financial obligations, the seller is to leave a clean home for the buyer(s), with all major mechanical systems in good working condition.

This list is intended to be informational. It may not be all inclusive. The Title company or I will be more than happy to answer any questions you may have regarding these obligations.

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After The Sale Service . . .

I am committed to providing you with the best customer service in the real estate industry. My service to you does not end with the sale of your home. I also offer relocation assistance. Whether moving across town or across the country, my vast network of resources is at your disposal to insure your move is hassle free.



I also value your opinion as to how I performed. Once your home sells and the transaction is closed, I will ask two favors of you:

- 1) I would like you to complete an After Sale Survey for me. Your honest opinion of how I performed will help me to even further improve upon the service I provide my customers.
- 2) I would like you to pass my name along to family and friends who may be interested in buying or selling a home. You can rest assured that I will provide your referrals with the same quality service you've come to expect from me.

I am dedicated to serving my customers with honesty and integrity. I stand committed to these ideals because I am not in the business for one sale . . . I want you to become my customer FOR LIFE!

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A user friendly web site to assist you with your real estate needs!



Arizona's Best Home Search (ABHS)

Search the **entire Phoenix & White Mountain MLS** for your dream home. Or, have my ABHS system conduct the searches for you, based on criteria you specify, and automatically e-mail you the results. There is no easier, more efficient way to find your next (or first) home! Try it! It's fun! It's easy! It's hassle-free! And there's no obligation! (Arizona licensed Broker serving the greater Phoenix Metro Area & Heber-Overgaard on The Rim)

Mortgage Information

Calculate how much your monthly mortgage payment will be, how quickly you will pay off your home loan if you make extra payments, meet my preferred lenders and much more! Everything you need to know about home loans in one place!



Community Information

Link to local community web sites within the Phoenix Metropolitan area to learn more about the community you may want to live in. Most sites provide information on local government, crime statistics, community events, weather and much more!

Local Schools & Colleges

Obtain information on local K - 12 schools, including Stanford scores, curriculum, district information and much more! I even provide links to local community colleges and universities for those seeking higher education!



Other Resources

My site even includes real estate related articles so that you can familiarize yourself with the home buying process, information on local sports teams and sporting events, state and national parks, recreation and tourism, and so much more!

Log on! And check out my site!
Making the home buying experience easy for you!

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