



Why Are You Selling?

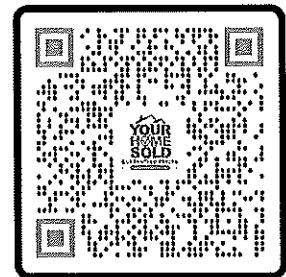
Moving out of state

What is most important to you in getting your home sold?

Getting the highest net.

What do you believe needs to happen for that to be accomplished?

- market to buyers w/ vision + money to expand this property into a premier house.
- Amazing photos



**Scan the QR Code For a
Summary of Our VIP
Seller Benefits!**

Seller Initials DRB



VIP Seller Agreement

State law prohibits Broker from representing Seller as a client without first entering into a written agreement with Seller.

Our Mission: To Sell Your Home at Your Price in Your Time Frame with the Least Hassle!

As a VIP Seller, Your HomeSold Guaranteed Realty(Broker) will provide you with the following Services and Guarantees from Agreement to Sale:

- 1) A custom advertising, marketing and presentation plan is prepared for your home.
- 2) That plan is fine-tuned by our Team of Experts.
- 3) We personally write or supervise all the ads, sale details, web site postings and other information about your home.
- 4) Aggressive Marketing begins through multiple media channels and presentation of your home to our Data Base of Buyers, Professional Homebuyers and Agent Networks.

14 Key Systems Are Immediately Activated to Get Your Home Sold at Your Price in Your Time Frame and With the Least Hassle.

- ✓ Immediate Introduction of Your Home to Our Database of Buyers in Waiting.
- ✓ Syndication of Emotional Response Ads on the World Wide Web.
- ✓ Property Ads Added to Google Business Page and Websites!
- ✓ Social Media Marketing System Ads Created and Launched.
- ✓ Citywide Buyers Agent Network Notification.
- ✓ International Relocation Network Notification.
- ✓ For Sale Sign System Per Neighborhood Allowances.
- ✓ Notification to Proprietary Network of Real Estate Investors.
- ✓ InHouse VIP Customer System.
- ✓ Certified Pre-Owned Home System.
- ✓ Reverse Offer System.
- ✓ Guaranteed Sale/Trade Up Program
- ✓ The Everyday Open House System.
- ✓ Homeward Bound Newsletter to Our VIP Customer Database.

DRB
Seller


10/18/24
YHSGR Rep.



Exclusive Guarantees:

1. BUYERS IN WAITING GUARANTEE:

In addition to Brokers Key Systems that activate upon listing to get the Sellers Property Sold, Seller's property will be exposed to Brokers group of pre-qualified and interested buyers daily with Property Alerts to Broker's Data Base of Buyers in Waiting.

2. YOUR HOME SOLD GUARANTEED:

Seller's property will sell within the term of this agreement, if not (Reduce Agent's Sales Commission up to 1% and extend the term of this agreement for additional 90 days).

3. COMMUNICATION GUARANTEE:

Seller will be kept posted on the progress of the sale of the property with an update at least every week. Seller's phone calls will be returned by a qualified Brokerage Team Member within one business day. GUARANTEE: If Broker fails to update Seller weekly or fails to return Sellers call within 24 hours, Seller will receive \$100.

4. HONEST PROMISES GUARANTEE:

Broker is not going to wildly promise Seller the moon and stars to get Sellers business. Broker will tell Seller what Broker can and will do, exactly how Broker operates, as well as what Broker will not do, up front, in clear language. When Broker lists Sellers home, Broker will give Seller a detailed Professional Service Agreement (Exclusive Seller Agreement) in writing. GUARANTEE: If at any time, Broker fails to honor that agreement, Broker will give Seller \$500.

5. REALITY BASED SELLING PRICE RANGE GUARANTEE:

Broker gets Seller top dollar. Broker track record and statistics prove it. Broker will never play the 'bait n switch' game of promising to get Seller a wholly unrealistic price just to get Sellers business, then wear the Seller down with low ball offers. Unfortunately, this does go on in the real estate industry. GUARANTEE: Your home will sell within the agreed upon reality based price range, or Broker will pay Seller the difference (up to \$2,000 of listing agents commission).

6. REALITY BASED TIMETABLE GUARANTEE:

Broker implements a complete marketing program to sell Sellers home. You know in advance what will occur step by step and will receive weekly marketing updates. And Broker sets a "target range" for the timing of the successful sale of Sellers home. In many cases, Sellers home will sell faster. GUARANTEE: If Broker fails to sell Sellers home within 180 days Broker will give Seller \$100.00 for each week after that (up to a maximum of \$1,000).

7. HONEST PRESENTATION OF EXPERIENCE AND TRACK RECORD:

Everything stated about Broker throughout these materials is summarized in Brokers "FACTS" brochure. This is an accurate, factual representation, fully supported by documentation, provided on request. GUARANTEE: If anyone can demonstrate that any of the statements or statistics summarized in the "FACTS" brochure are false, Broker will donate \$1,000 to charity of their choice.

8. QUALIFIED BUYERS GUARANTEE:

Brokers marketing systems and consumer programs automatically sift and sort out the best qualified prospects for Seller's home. Broker will not ask Seller to leave the property (if owner occupied) and allow it to be shown to any Buyer unless they have been pre-qualified to buy Seller's property and are genuinely interested in the property.

GUARANTEE: If Sellers home fails to close on time due to Buyer, represented by the Carol Royse Team "financially not qualifying", Broker will give Seller \$500.00.

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WORTHY CAUSE REFERRAL ACKNOWLEDGMENT

**Your Referrals Help the families with Save The Family!
The Carol Royse Team's Mission is to donate over \$30,000 in 2024.**

Save the Family is committed to providing comprehensive housing solutions through our Rapid Rehousing, Transitional, and Step Up to Independence™ programs. These initiatives, coupled with our evidence-based practices such as Housing First and Trauma Informed Care, ensure that each family receives the personalized support needed for long-term success.

Your Home Sold Guaranteed Realty - The Carol Royse Team will be donating to Save the Family on your behalf and every home sold will provide a home. Your commitment to our cause exemplifies the spirit of community and compassion. Once again, thank you for your belief in our mission and your dedication to Serving Big in our community. Together, we are making a meaningful difference in the lives of families facing homelessness.

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Seller Initials

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10/18/24
11:15 AM MST
604-221-1111
YHSCR Rep. Initials

EXCLUSIVE VIP SELLER AGREEMENT

The seller(s) agree(s) to grant the broker and its affiliated licensees the exclusive right and privilege to show and offer for sale the property described below.

Address: 2823 N. 58th St. Scottsdale

City: _____ County Maricopa

State AZ Zip Code 85257

Full Legal Description of Property Will Be Required for a Purchase and Sale Agreement with Buyer.

LISTING PERIOD

The term of this Agreement shall begin on the date of 10/17/24. The term of this Agreement shall be thru the last day of the 6th month from the starting date or _____. All Time Tables begin once home is considered Active For Sale/Lease Status in MLS.

LIST PRICE

The price at which the Property shall be offered for sale/listed at is \$ 950,000

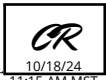
In the unlikely event seller's property does not sell within the term of this agreement (no less than 180 days), Broker will, if agreed to by seller, extend the term of this agreement an additional 90 days and reduce the Sales Agent's Commission (as indicated in the commission section of this agreement) by 1%.

- The agreed upon Realty Based Selling Price Range is \$ 875,000 to \$ 950,000

NEGOTIATION

Seller authorizes the Broker to assist, to the extent requested by Seller, in negotiating the terms of, and filling out, a pre-printed real estate purchase and sale agreement and/or counteroffer.

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Initials**


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BROKER COMPENSATION:

3.5

Seller agrees to pay Broker at closing ~~6.5%~~ of the sales price for sales agent's commissions. Seller also agrees to pay Broker at closing 1/2% of sales price for Brokerage Services.

FIRST RESPONDERS DISCOUNT:

A discount of 10% of the sales agent's commission for First Responders! By initialing Seller certifies they are a First Responder (Active or inactive military personnel, active-duty police, fire or rescue) Seller Initials _____

VIP CLIENT INVESTOR PROGRAM: Client X does OR ___ does not wish to participate in Broker's VIP Client Real Estate Investor Program (REIP), whereby Client will receive notices of free real estate investor trainings and notices of real estate investment opportunities by mail, email or phone at times when investment opportunities arise. Client may opt out of The REIP at any time and is never obligated to invest in real estate.

HOMEOWNERS WARRANTY

Seller will receive an Old Republic Home Warranty Protection Plan for the VIP Seller Agreement period. Plan coverage is Standard Coverage at no cost to the seller. Seller must sign the Home Warranty Agreement Application to be eligible for coverage. Coverage starts the date the application is received and accepted by Old Republic Home Warranty and continues until closing or until the listing is cancelled, whichever occurs first. Seller may at Sellers expense opt for additional Seller coverage (Seller Preferred Upgrade) for \$125. * up to 4,999 sqft.

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SPECIAL STIPULATIONS: The following Special Stipulations, if conflicting with any exhibit, addendum, or preceding paragraph, shall control:

PRE-AGREEMENT TERM: Broker shall market the property for 14 days prior to entering the Property into any Multiple Listing Service. Broker and Seller agree that after the pre-marketing days has expired, Broker may offer the home for sale in the Multiple Listing Service.

Any Monetary Guarantees stated in this agreement will be paid to seller as a reduction in Sales Agent Commission at the close of the sale, provided Broker is exclusive listing agent and receiving a Sales Agent Commission equal to or greater than any monetary guarantee.

Seller Acknowledges any Buyer for the seller's property may elect to have representation in which the representative (a licensed real estate broker and or legal representative) acts solely on behalf of the Buyer's best interests.


In case of Buyer default in any purchase and sale agreement where Broker is acting as Sellers Agent. and Seller is awarded any portion of the Buyers Earnest Money, Seller shall receive 50% of the earnest money and Broker shall receive 50% (not to exceed the commission listed above).

Seller is hereby authorizing Listing Broker to place, install and disclose by checking the following items:


Signs Photos/Video Lockbox/Key safe Internet
 Disclose Offers Accept Backup Offers Withhold Verbal Offers
 Withhold All Offers once Owner accepts a purchase contract or lease agreement for the Premises.

Owner is advised to post notice disclosing the existence of security devices on the Premises, if any.

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Indemnification: Owner hereby expressly releases, hold harmless and indemnifies Listing Broker, all Boards or Association of REALTORS , MLS, and all other brokers from any and all liability and responsibility regarding damage or loss arising from any misrepresentation or breach of warranty by Owner in this Agreement, any incorrect information supplied by Owner and any facts concerning the Premises not disclosed or withheld by Owner, including without limitation, any facts known to Owner relating to Adverse Information or Latent Defects.

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Additional Terms and Conditions

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Disclosure of Compensation: MLS Participants and Subscribers must:

1. Disclose to prospective sellers and buyers that broker compensation is not set by law and is fully negotiable. This must be included in conspicuous language as part of any listing agreement, buyer written agreement, and pre-closing disclosure documents (if any).
2. Conspicuously disclose in writing to sellers, and obtain the seller's authority, for any payments or offer of payment that the listing Participant or seller will make to another broker, agent, or other representative (e.g. real estate attorney) acting for buyers. This disclosure must include the amount or rate of any such payment and be made in writing in advance of any payment or agreement to pay.

Broker Compensation is not set by any federal or state law and has been fully negotiated between client and broker and stipulated in this agreement.

UNREPRESENTED BUYER:

Owner agrees to pay Listing Broker additional compensation of 0% of the full purchase price **OR** \$_____ if the buyer of the Premises is not represented by a buyer broker.

Failure to Complete: If completion of a sale or rental is prevented by default of Owner, or with the consent of Owner, the entire sale or rental compensation, as appropriate, shall be paid to Listing Broker by Owner. If any earnest deposit is forfeited for any reason, Owner shall pay a brokerage fee equal to the lessor of one-half of the earnest deposit or the full amount of the compensation.

By signing this agreement, seller acknowledges that they have read all provisions and disclosures made herein; that they understand all such provisions and disclosures and have entered into this agreement voluntarily; and that they are not subject to a current listing agreement with any other broker.

Seller Signature *Don Becker*

Affiliated Licensee Signature *Carol Royse* dotloop verif
10/18/24 11:
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VJL-JERC-4ZF

Seller Signature _____

Affiliated Licensee Print: Carol Royse

Seller Print Name _____

Real Estate License Number: SA026080000

Seller Print Name _____

Date: 10/17/2024



Certified Pre-Owned Homes statistically sell for more money and in a shorter period of time compared to homes that are not a Certified Pre-Owned Home.

Should Sellers' home not sell within the agreed upon range of value as stated in the VIP Seller Agreement, Seller will receive 110% of the Certified Pre-Owned Home Premium Back. The Certified Pre-Owned Home Benefits Include:

- **A Pre-Inspection of My Home** - Disclose a clean bill of health to the your buyers vs the unknown, removing risk from the buyer.
- **A Buyer's Home Warranty** - Covers you, the seller, from being asked to fix things after closing and gives buyers peace of mind.
- **Multi-Media or Drone** - Better exposure.
- **Love It or Leave It Guarantee** - Makes you home less risky to purchase than other homes because if the buyer is not happy, we will buy it back or sell it for free.
- **\$1,000 Off Buyer Loan Closing Costs** - Makes your home stand out to potential buyers as more affordable than others.

Seller Hereby (initial one): Waives _____ Accepts
The Your Home Sold Guaranteed Realty Certified Pre-Owned Home System.

Authentisign
Donald Becker
Seller Signature

10/26/24
Date

Seller Signature

Date

Licensee Signature

Date