

Matthew's

TOP 10

Questions Asked By Agents

DISCLAIMER

Most of the answers shown today will be standard. There are often times when the answer can not be given until further questions are asked in order to understand the full details of the question. We will break those down as much as possible.

#10

What is a normal
time frame for
repair procedure?



**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

10-12 Day Buyer Inspection Period

3-5 Days for Sellers to Respond

Buyer has 2 Calendar Days to decide what to do.



#9

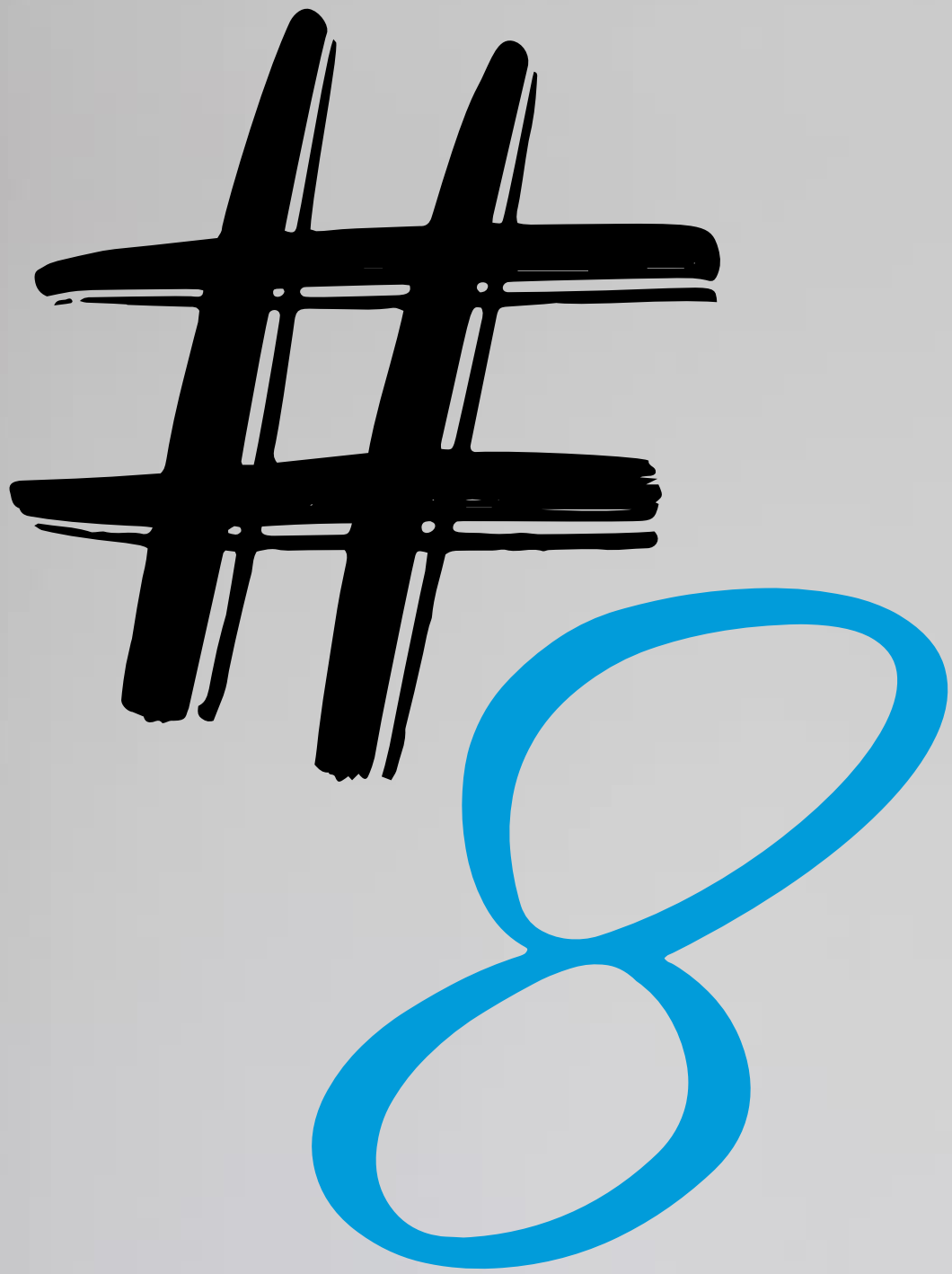
What is a normal
time frame for
Due Diligence?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

10-12 Day Buyer Inspection Period

3-5 Days for Sellers to Respond

Give Your buyer(s) plenty of time to terminate!



What is a normal
termination fee for
due diligence?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

There is NO Normal Termination Fee.

This is completely negotiated.

How much is the buyer willing to pay to play?

A large, hand-drawn black hash symbol (#) with a rough, sketchy texture.A thick, red arrow pointing from the top left towards the woman's head.

What is the best way to
write an offer in this
market?



**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

Break down what is important to the buyer and
structure the offer with the most fitting terms
for that buyer.

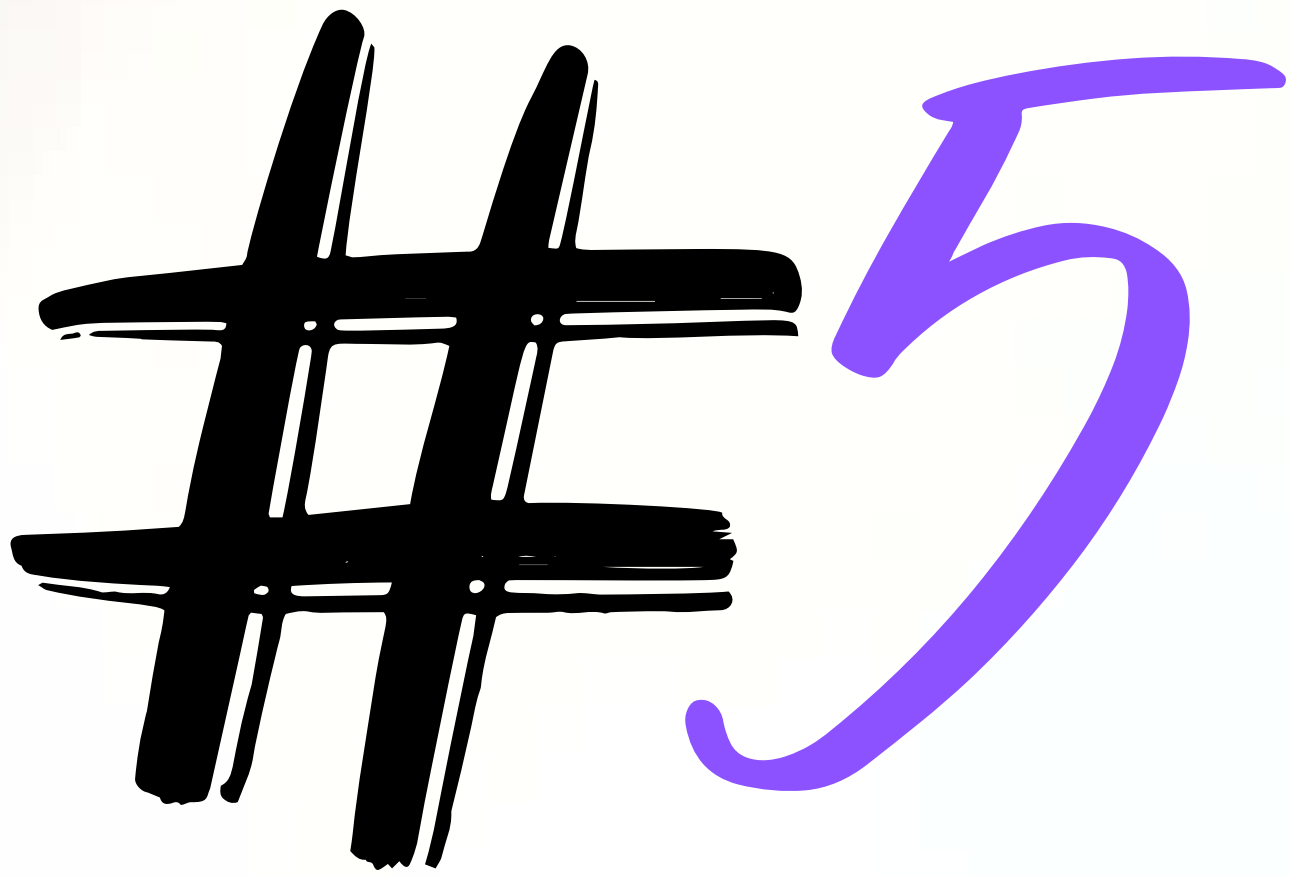
A portrait of a man with a beard and a chain necklace, looking directly at the camera. The background is dark.

#6

How much money is normal to put down for earnest money?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

This will totally depend upon the offer being Cash or a loan. Be cognizant of the \$7,500 rule. Typically I see at least \$1,000 and most times more.



My deal has fallen apart. Parties are arguing over who gets the earnest money. When can I return the property back to active status?



**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

Best Form is SCR Form 518 / SCR Form 313 is unilateral (One Party). If a form 313 is issued the contract is terminated. There are some precautions here. If No 313...contract expiration. SEEK LEGAL ADVICE

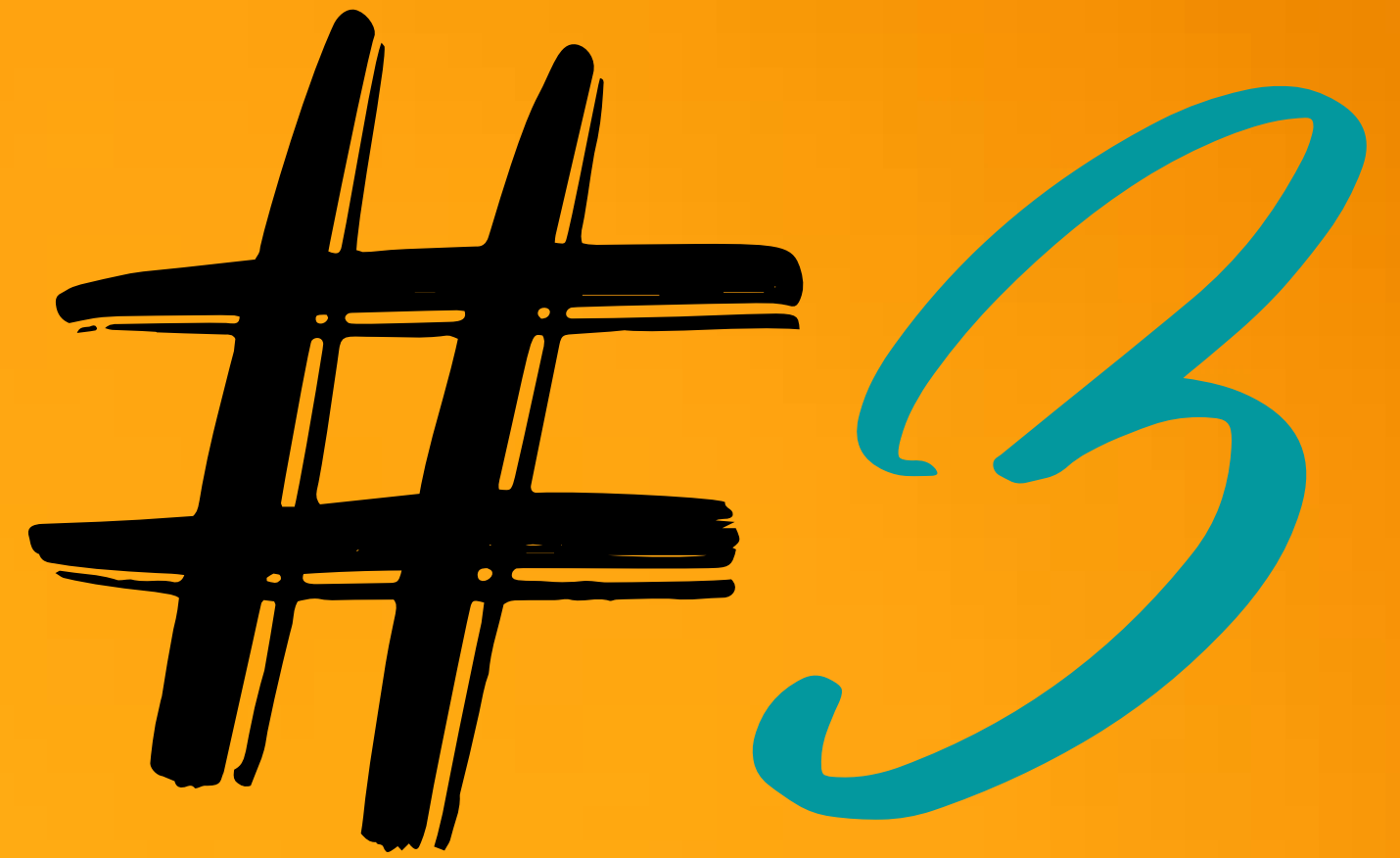
A woman with dark curly hair, wearing black-rimmed glasses and a white button-down shirt, is looking directly at the camera. She is positioned on the left side of the frame against a light-colored brick wall background.

#4

If my buyer's home inspection comes back with something major, can they walk away and get their earnest money back?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

If in RP...buyer must go through RP and ask for "seller Paid Repairs". If In DD...a form 313 must be used. There is NEVER a guarantee of EM being returned.



Do I need a
Transaction
Brokerage
Agreement for a
Customer?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

CDJ Policy states that a Transaction Brokerage is **ONLY**
needed from the customer obligated to
compensate you.



#2

Is it better to do Dual agency
or only have a customer
relationship with the buyer
on my own listing?

**ALTHOUGH EVERY TRANSACTION IS DIFFERENT
MY TYPICAL ANSWER IS THE FOLLOWING:**

My Humble Opinion is that it is better to have the buyer as a customer and not perform Dual Agency. However it is NOT wrong to do dual if seller agrees.



Are You Busy





Yes!

But when you call or stop
by YOU become the most
important matter in that
moment.