



Selling Certified Turn-Key Homes

Benefits of Selling a Certified Turn-Key Home:

- Gives Seller competitive edge
- Less risk of unnecessary risk of future litigation and costs to the Seller due to lack of disclosure or negligence
- Seller is confident they have disclosed any and all current issues or future potential issues to alleviate the Buyer coming back later
- Gives Seller the competitive edge against competition
- Saves time and money
- List price is based not only upon comparables, but against the condition of the home
- Contingency timeframes can be reduced
- Seller has more assurance of what they will truly "net"
- More likely to close on time to reduce excessive costs paying additional mortgage
- Seller has confidence and is more at ease
- Reduces risk of any future issues coming up after the close of escrow
- Home warranty provided
- Lessens the chance of losing or paying additional fees on replacement property if the Seller is also repurchasing

Seller has more confidence knowing there is less risk of the following:

- Buyer backing out
- Buyer making outlandish repair requests
- Buyer exploiting the Seller for unnecessary credits or fixes
- Buyer lender requiring items to be fixed or replaced prior to funding/loaning on the property

The certified Turn-Key Program benefits Sellers in many ways. It lessens the chance of Buyer's remorse because it boosts the Buyer confidence.

The Certified Turn-key Program Helps the Seller because the Buyer less likely to back out because they are confident knowing:

- They are purchasing a home that has had all of the major inspections done
- Buyer is saving money on inspections because they are pre-paid by the Seller
- Buyer has more confidence that the home will qualify for the type of loan the Buyer is getting
- More likely to close on time to reduce excessive costs paying additional mortgage or rents
- Major repairs have been fixed or disclosed
- Health and safety have been fixed or disclosed
- Section 1 Termite Repairs have been fixed or disclosed
- Dry rot and leaks have been fixed or disclosed
- There are no surprises to the Buyer and they are less likely to back out
- Buyers and Buyers agents have access to the information and are fully informed prior to making an offer
- Comments or questions will be addressed prior to going into escrow, which lessens the chance of fallout which will cost the Seller time and money
- We have a better understanding of the condition of the home and what type of loan can or cannot qualify
- Better understanding of what, if any, lender required repairs could be associated with the type of loan the Buyer is getting, thus helps us make a better informed decision as to which offer to accept
- Buyer has confidence and is more at ease that the likelihood of any future issues coming up after close of escrow is reduced