

# REALTOR®

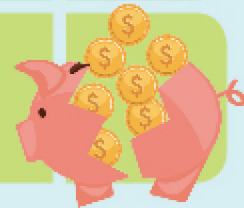


# iBUYER

## THE *Real* COST OF CONVENIENCE

REALTOR®	iBUYER		
400,000 Market Value	\$320,000 Offer Price	Working with a REALTOR® and bringing your home to an open market helps bring top value for your home, iBuyers tend to offer below market value.	
\$100,000 BALANCE	\$100,000 BALANCE	This is the balance that is left on your existing loan. It will be paid off to your mortgage company at closing.	
\$1,385 CLOSING COSTS	\$2,400 CLOSING COSTS	Illustration on what your typical closing costs (such as title and lien search, escrow fees, Sellers docs preparation etc.) may be as a Seller. iBuyer fees run higher.	
\$24,000 COMMISSION	\$0 COMMISSION	REALTORs® Commission (6%) vs iBuyer Service Fee (6.5%-13%)	
\$0 SERVICE FEE	\$30,000++ (6.5%-13%)	iBuyers charge a service fee in lieu of a commission. This fee typically encompasses selling fees, 'risk', holding costs, and more and can reach up to 13%. REALTORs® do not charge a service fee.	
\$1,000 REPAIRS	\$7,875 REPAIRS	iBuyers run a thorough inspection of the home and commonly require a non-negotiable credit for repairs to the home. Repairs can be included when working with a REALTOR® but are often negotiated with the buyer.	
\$842 HOLDING COSTS	\$298 HOLDING COSTS	A benefit of selling to an iBuyer is a quick closing. The longer you are in your home, the more you'll spend on things like taxes, insurance, etc. While a REALTOR® may not be able to close as quickly, they will work to close as quickly as possible while getting top dollar for your house.	
\$272,773 NET	\$179,427 NET	This is the final amount you will walk with once the sale of your home is completed, factoring in the price and all costs.	

### COST OF CONVENIENCE | \$93,346



Realtor Kate Smith



Hollywood FL & around with  
Kate Smith Group, Brosda & Bentley Realtors



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