

SELLERS GUIDE

Complete guide to selling your home..



Bob Whigham

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Bob Whigham Realtor ®

BuyOhioHomes.net



Welcome!

Deciding to sell your home is a major endeavor, and in most cases, your home is the most valuable asset you own. I understand the importance of selling for the best possible price, with your ideal terms and we're ready to make it happen. This booklet is designed to provide all the necessary information upfront so you can make an informed decision about how to sell your home.

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A LITTLE BIT ABOUT ME

Meet Bob Whigham, an Ohioan at heart with a zest for adventure and a deep-seated passion for knowledge. Bob's journey commenced in the Buckeye State, where he spent his formative years and graduated from the esteemed Nettie Lee Roth High School.

Driven by a desire to broaden his horizons, Bob pursued higher education at Sinclair Community College and Wright State University, earning his degrees while also delving into Master's studies, a testament to his unwavering dedication to personal growth.

Fueled by his fascination with history, Bob engaged in sporadic studies as a history major at the University of Dayton, firmly believing in the importance of understanding the past to shape a brighter future.

Bob's adventurous spirit led him to serve in the U.S. Navy for six years, during which he traversed 17 countries, immersing himself in diverse cultures and experiences that left an indelible impression.

Transitioning to the corporate arena, Bob excelled as the General Manager of a renowned Japanese manufacturing company, earning accolades for his exemplary leadership and commitment to excellence.

Outside of his corporate pursuits, Bob and his wife Sue discovered a passion for real estate investment, navigating the dynamic market for two decades with astute decision-making and turning opportunities into profitable ventures.

Upon retiring as an inactive Certified Public Accountant (CPA), in 2003 Bob embarked on a new chapter as a full-time Realtor in southwest Ohio, leveraging his extensive knowledge of the area and business acumen to become a trusted partner for clients in pursuit of their dream homes.

Bob's amiable nature and genuine interest in people have endeared him to all who know him. Whether assisting clients in finding their perfect property or sharing captivating tales from his travels, Bob's warmth and sincerity make him a cherished presence in any setting.

During his leisure time, Bob can be found exploring local historical sites, participating in community events, and cherishing moments with his beloved wife Sue, family, and friends. Bob Whigham epitomizes the essence of a lifelong learner, intrepid explorer, and dedicated professional, leaving an indelible mark on the Ohio community and beyond.

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DON'T TAKE MY WORD FOR IT



Antwon Gallagher

Of my 20 years of moving within the military, Bob has been one of the most knowledgeable, kind and responsive realtors I've ever had. His understanding of the market is unmatched. He was able to quickly negotiate our sale and provide peace of mind as we move forward. He is a realtor of realtors!



M Ward

Bob was very helpful. He got our old home on the market and sold fairly quickly. Even though the search for a new home was difficult. Bob did make it easy for us to view homes we were interested in. Communication between us was strong and he kept us in the loop with all the processes that were going on with the sale and purchase of our homes.



Daniel and Abigail Clark, Union

Bob and Sue care about their clients more than any other realtors with whom I've dealt. They could anticipate our needs before we knew we had them. Kind, respectful, excellent, and trustworthy are understatement when describing these two. There are no other realtors with whom we'll work as long as these two are in business. They sold our house within 36 hours of listing it and made certain we found the house we needed. They negotiate better than the rest, calm our fears and concerns, make our children a part of the process (which made them feel heard), and proved again why we chose them to represent us. Bob and Sue have now sold one home for us and helped us to purchase our second. I hope we never move again, but if we do, they will be our first call. They are more than our realtors, they are our friends and a part of the family for life.



Kenneth Donald and Betty Arlene Harshman

If you have never bought or sold a home, and I am sure you will literally have hundreds of questions regarding the whole process, then you need to work with Bob and Sue Whigham. Bob and Sue have been doing this for many years and are very familiar with the whole process of buying and selling a new or existing home. Bob and Sue are very professional people and are very familiar with the Dayton Ohio area housing market. Bob and Sue are also very helpful in getting your home ready to put on the market to sell so that you can sell it easier. Bob and Sue have many people that you can acquire to help make your home more attractive to a potential buyer. Bob and Sue are very helpful even after you buy and close on a home, like we found out on a couple of situations. So in closing, if you want to buy or sell a home, you need to call Bob and Sue Whigham to get it done!



Lynn Vaughn Xenia, OH

Bob is a great realtor! He is very knowledgeable and works hard to market your home!



Hal Sommerville, Huber Heights, OH

This was my third broker after 18 months of trying I was ready to give up and rent the property when I was contacted by Bob. I first met with him at the property where he was more than confident he could properly market the property and laid out his plan for me. On the way home my 12yr old boy looked at me and said.. "that guy is business". Sure enough he was "business" and he succeeded where two other realtors had failed and sold the property for me.

Go here to find more reviews <https://bob-whigham.remax.com/testimonials.php>

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ABOUT RE/MAX VICTORY + AFFILIATES

RE/MAX Victory + Affiliates was created to remedy the shortcomings of the classic real estate model. Our offices are high-energy, collaborative places for agents to work together, and we believe that a team approach benefits both our agents and our clients.

At RE/MAX Victory + Affiliates, we strive to exceed expectations. We think our high quality service should be the norm in the industry, not the exception. Buying or selling a home can be stressful and time consuming, but no one should feel like they are doing it alone.

When you put your trust in **RE/MAX Victory + Affiliates** we work with you to ensure you are satisfied with your home buying or selling experience. You are starting a new chapter in your life, and you should be free to focus on the excitement that comes with it.



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OUR MUTUAL GOALS

Now that you know who we are, let's talk about what we want to do for you.

I want to **sell** your home....

- At the **highest** possible price
- In the **shortest** amount of time, or within the timeframe you specify
- With the most **favorable** terms for you

We're all in the same boat. When I come on board, your goals become our top priority.



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UNDERSTANDING AGENCY WHO WORKS FOR WHO?

Seller Agency (Single Agency)

- Agent will represent the best interests of the seller
- Agent will owe fiduciary duties to the seller
- Agent must give the buyer all material facts so that the buyer can make an educated decision.

Buyer Agency (Single Agency)

- Agent will represent the best interests of the buyer
- Agent will owe the buyer fiduciary duties
- Agent must give the seller all material facts so that the seller can make an educated decision.

Dual Agency

- Agency represents both the buyer and the seller equally
- Agent's objective is to get a mutually satisfactory agreement among all parties. May be present at contract presentation to negotiate on their own behalf
- All parties have confidentiality. Agent may do nothing to the detriment of either the buyer or seller
- Both the buyer and the seller have a right to counsel. Before making any decisions, both parties have the right to seek family, religious, legal, or financial counsel.

In all relationships, as your agent I have the duty to act honestly with both the buyer and the seller with whom I represent.

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COMMUNICATION

In the beginning stages, I'll work with you to prepare your home for showings, as well as coordinate the signing of necessary documents to list your home.

Once your home is listed, I'll provide periodic updates about recent activities and open houses. Buyer feedback can offer valuable insight into our marketing strategy, and it will allow us to adjust our strategy if needed.

All offers received will be presented to you for review, and I will discuss my negotiation strategy with you before responding. Once we decide on an offer, I will keep you informed about repair requests, milestones, and deadlines.

Throughout the process, I am just a call, text, or email away. I am here to help, so feel free to share concerns or ask questions. We're in this together!



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THE PLAN

Our proven method can be boiled down to the **3 p's**

- **PRICE**— A complete and thorough market evaluation will ensure your listing stands out, gets high traffic, and sells faster for the best price. It is extremely important to price a home correctly because a house stagnant on the market attracts few buyers. I utilize Intelligent Pricing and complete extensive research so your home is priced correctly.
- **PRESENTATION**— I'll prepare your home to highlight its best attributes, inside and out. First impressions are crucial, so we coordinate professional photography, landscaping, handiwork, and house cleaning. Many buyers start shopping online, so I aim to make the best impression and spark as much of an interest as possible. Of course, you have final say on what I can and can't do to prepare your property for sale, but it's important to understand that my recommendations are drawn from our combined experience in what works.
- **PROMOTE**— You receive a complete Online, Mobile and Print Mailing marketing campaign to attract the most potential buyers. Increasing the number of buyers who see your home in the first 10 days will result in higher and better offers to purchase. My marketing strategy is based on our own research, experience, and innovation. I am statistically ahead of the curve in this department, and am always refining my methods to be more effective.

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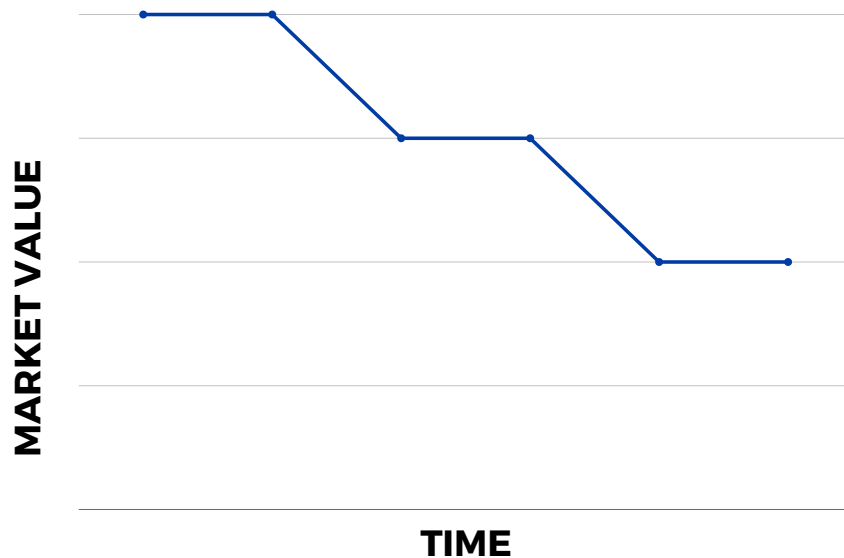


THE WINDOW OF OPPORTUNITY

The “Window of Opportunity” is the period in which your home will receive its maximum exposure -- typically when your home is new on the market.

In order to capitalize on this window, it is crucially important that your home is ready for sale: priced at Fair Market Value, prepared to showcase its features and attributes, and a marketing strategy is implemented to further increase its exposure.

“WE CAN ALWAYS COME DOWN.”



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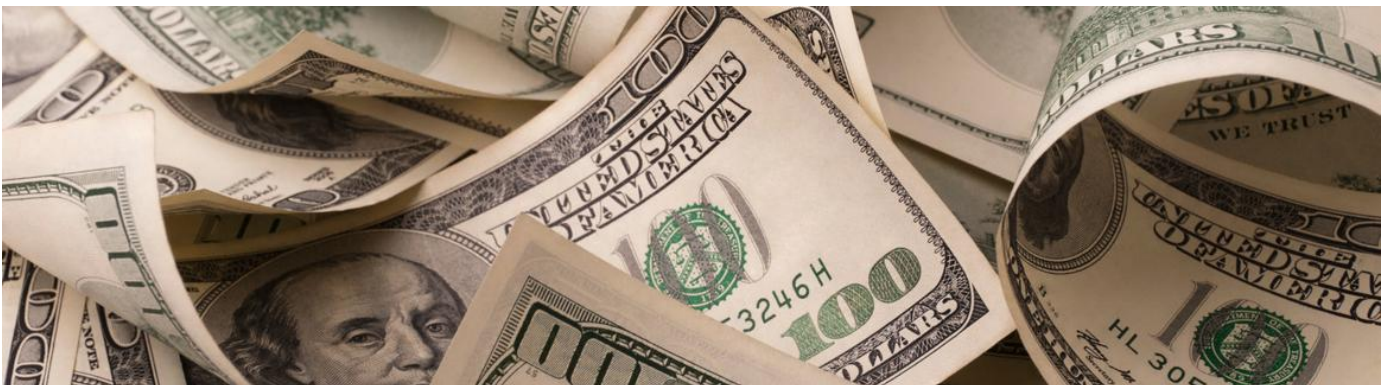
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HOW BUYERS DETERMINE VALUE?

- ➔ When you bought this home, how did you establish value?
- ➔ By comparing it to others for sale at the time?
- ➔ Buyers still determine the value of a home by comparison shopping.
- ➔ When you choose your price, you choose your competition.





WHO CONTROLS WHAT?

Factor:

Control:

Location



Given

Financing



Given

Marketing



Agent

Condition

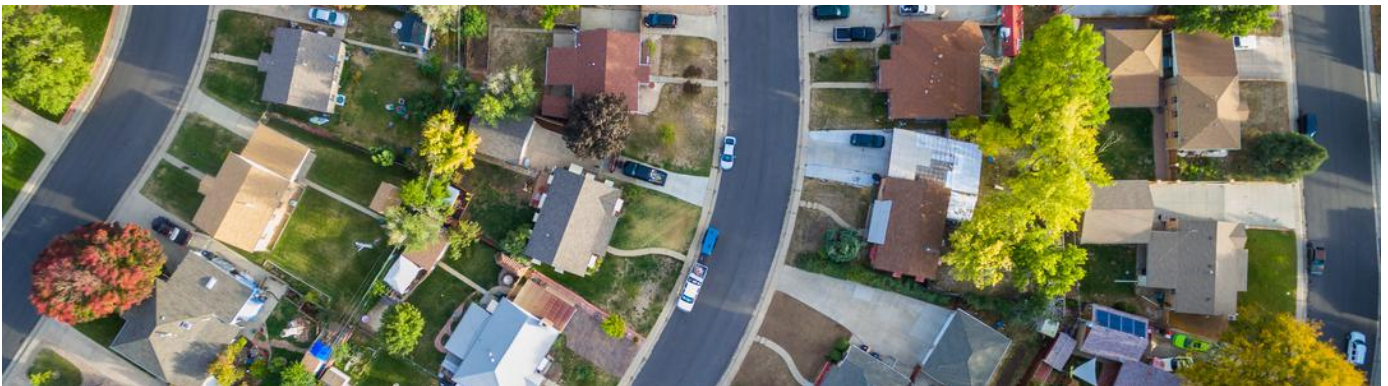


Owner

Price



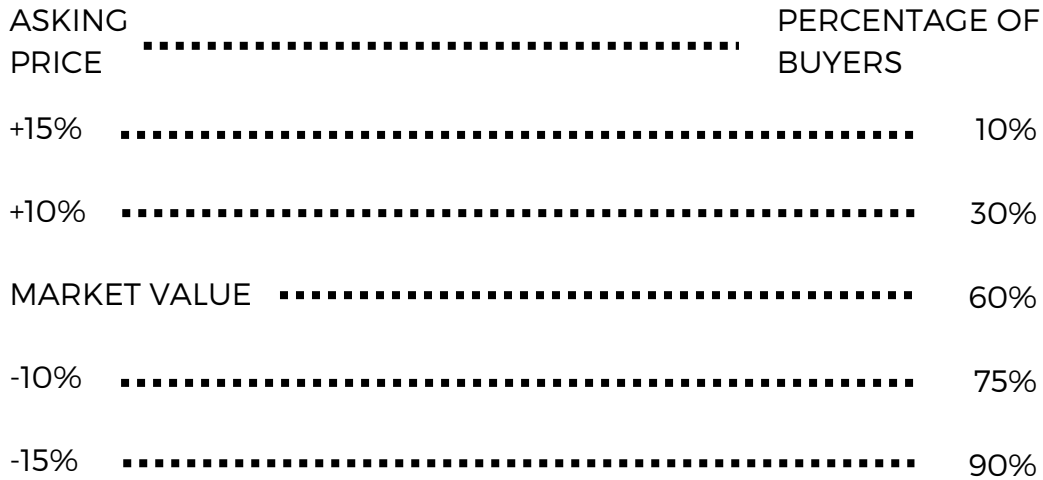
Owner





INTELLIGENT PRICING & TIMING

Pricing your home correctly yields measurably better results. The chart below shows how many buyers will see your home at different price levels.



Sellers often view their homes as special which tempts them to put a higher price on the home, believing they can always come down later, but that's a serious mistake.

Overpricing prevents the very buyers who are eligible to buy the home from ever seeing it. Most buyers shop by price range, and look for the best value in that range.

Statistically, by pricing at or near fair market value, more buyers will see your home and more competitive offers to purchase will be submitted. The first two weeks of marketing are crucial to selling the property. In that time, the home is fresh and exciting to buyers and their agents. It is important that your home is priced correctly from the beginning so that more people will consider it in their search.

Note

An agent is an objective third party that can make a non-emotional assessment of the value of your home. Their expertise in this area is based on knowledge, training, and experience.

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COMPARATIVE MARKET ANALYSIS (CMA)

This is how we arrive at the recommended list price for your home. It is a personalized profile of what is happening in your neighborhoods' real estate market, and how it affects the price of your home.

The market value of your home is commonly determined by comparing it to the value of other homes that have recently sold in the area, or are currently listed on the market. It is both an art and a science.

THE SCIENCE:

Using information that is available to me as a real estate agent, I find comparable homes by number of bedrooms, bathrooms, square footage, lot size, and an untold number of additional features. Then, using the information about how much those homes have sold for, or are being listed for, I determine what your homes' fair market value is.

THE ART:

Decisions must be made about how to adjust the value of your property as compared to other homes. If an active listing is being used for comparison, and has been on the market for over 90 days, it's safe to assume it's overpriced and that people won't pay that much for your home unless it's in better condition or has more premium features. If your home is the only one on the block with a jacuzzi, your value goes up as compared to the others.

In order to be as accurate as possible, I evaluate your home in person to get a sense for its condition and how it fits into the neighborhood. By drawing accurate conclusions from an accurate set of data, your home will be priced correctly.

Note

The CMA, as you can see, requires a lot of technical experience, neighborhood knowledge, and critical thinking on behalf of your agent. A poorly executed CMA might compare your property to other properties that are not similar, or it might draw the wrong conclusions from the data.



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MARKETING STRATEGY

The real estate market is forever changing, but one thing that remains the same is the key role that marketing plays in the selling process. I strive to succeed in creating the most efficient marketing strategy possible to get your home sold on your terms.

ONLINE EXPOSURE

Did you know that for 95% of people, the first step in the home buying journey is looking for homes online? That's why we make it a priority to feature your home on every online avenue available, through syndication sites and advertising.

ONLINE SYNDICATION

Your home will have maximum exposure by being displayed on multiple online syndication sites, making it easy for agents and their clients to find your home.

Here are just a few:

- Dayton/Cincinnati MLS
- Zillow
- Remax.com
- Trulia
- Realtor.com
- Homes.com

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LISTING LAUNCHPAD

To ensure the highest level of exposure to your home, we will utilize the RE/MAX Design Center which includes:

ONLINE PRESENCE

- Facebook Ads
- Property Website
- Personalized Video

MARKETING COLLATERAL

- Flyers
- Brochures
- Postcards

With personalized online advertising, I will target potential buyers based off location, demographics, and even their personal interests, to ensure my marketing efforts are going towards the right type of buyer. I also provide high quality, physical listing materials such as flyers, brochures, and postcards to maximize exposure. Our analytics show, this marketing platform results in an additional 1000 online organic views.



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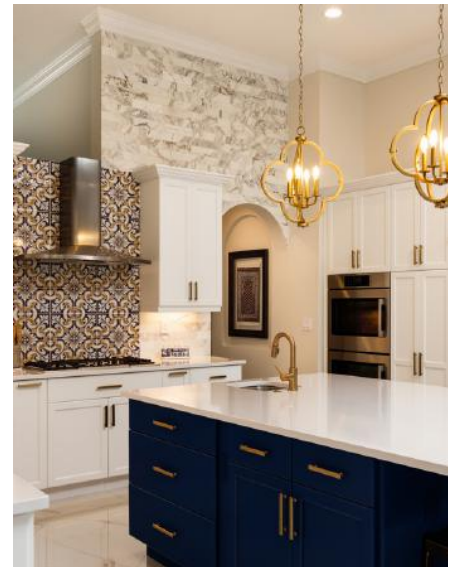
PHOTOGRAPHY

Since almost all home searches start online, professional, high resolution photos are the best way to make a great first impression. It is important that we provide numerous high-quality photos for people to view. Higher quality photos will also translate to higher quality marketing, which translates to more interest in your listing.

I always hire professional photographers at my own expense. They have the relevant experience in the field to know what makes your home look appealing. I will accompany them when they arrive for their photography appointment, and work with them to make sure everything looks good, and that they get their job done in a timely manner. Our photographers will edit the photos to make sure they look consistent, bright, and emphasize the best qualities of your home.

Note

Do not be seduced by real estate agents with fancy cameras. Professional stagers and photographers know how to make your home look best in photos. Since photos are usually the first thing people notice about your property, we don't skimp on it.



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APPRAISAL

An appraisal is a comprehensive look at a homes' location, condition, and eligibility for federal guarantees. For example, a home that doesn't meet safety requirements such as handrails on steps, will not be eligible for FHA or VA loans until the handrail is installed or repaired. Appraisers use the same data in their market research to find comparable homes as REALTORS® do when preparing CMAs. They are also members of the MLS, but they do have additional guidelines from the bank to follow that minimize risk to the bank. They may lower the overall value in slower moving markets, or markets with high rates of foreclosures. If prices are falling, the appraiser takes the number of days a home has been on the market far more conservatively.

When the appraisal is finished, the bank makes the decision to fund the loan, or it may require the seller to fix certain items and show proof that the repairs have been made before letting the loan proceed. If the loan doesn't meet lending guidelines, the bank will decline the loan. Despite stricter lending and appraisal standards, most buyers' loan applications go through to closing - nearly 85 percent. One reason for that is that real estate agents are preparing CMAs that are better tuned to lending standards, for sellers and buyers to better understand not only what the market is doing, but how much lenders are willing to finance.

Note

When vetting offers, a good agent can protect you by spotting when an offer comes in that is too high, will not pass appraisal, and does not offer a contingency in the event of a low appraisal. Your agent will know from experience when an offer is not all it appears to be.



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PREPARING TO SHOW

Getting ready to put your home on the market requires some preparation!

MOVING

A vacant home is easier to sell because potential buyers don't need to make appointments to show your home. Also, the less clutter that is around your home, the more appealing your home will be to anyone that views it. Even if you can't move yourself out before your home goes on the market, you can still store your less essential items off-site. You should also consider storing valuables off-site to minimize the risk of them being lost or stolen as people view your property. There are moving companies that can take some or all of your belongings and put them into storage until you are ready to do a complete move.

Note

You can ask your agent for a referral or comparison of moving companies. They may be able to get you an incentivized deal!

STAGING

Depending on the situation, a professional stager can make a difference in how fast and how favorably your home sells. If your home is vacant, a stager can bring in furniture that emphasizes the space and layout of your home and makes it easier for potential buyers to view themselves living there. If you plan to live in your home while it's on the market, consider minimizing your furniture by putting some of it into storage. Some stagers will help arrange your home to show with the furniture you own. Staging sells. Statistically, homes that are staged sell for more money and in less time.

DEPERSONALIZE

It is important that you move all family photos, trophies, and unique furniture that has sentimental association out of sight. When someone comes to view your home, they should imagine themselves living there, not someone else. Also, personal items often distract buyers, and slow down their tour.

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SHOWING & OPEN HOUSE CHECKLIST

HOW TO GET YOUR HOUSE READY TO SHOW IN 10 MINUTES!

If you are living in your home while it's on the market, you need to be ready to show at a moment's notice, even if you request advanced notice. People want to view the property without interference or scrutiny from the current owners. Therefore, it is important that you not be there when an agent makes an appointment to show your home. This checklist has some quick things you can do to get your home ready, and assumes that your home is already relatively clean and depersonalized.

ELIMINATE CLUTTER

Remove all non-decorations from counter space and floors. This includes papers, dishes, boxes, the vacuum, jackets on the backs of chairs, keys, toothbrushes, and anything else that is loose evidence of someone living there. When in doubt about whether or not to leave something out on display, stash it. If there's time, wipe down the counters after cleaning.

MAKE THE BED

Think "hotel room." People will feel more comfortable in a bedroom with a neat bed.

EMPTY GARBAGE CANS

Especially if the can is out on the floor. Even if it looks neat, it might not smell that way.

LOAD THE DISHWASHER

The kitchen sink is a feature of your home. Let people see it.



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SHOWING & OPEN HOUSE CHECKLIST

HOW TO GET YOUR HOUSE READY TO SHOW IN 10 MINUTES!

LOAD THE LAUNDRY MACHINE

No one will open your washer to see what's inside. People might open the closet where you keep your hamper.

TURN ON LIGHTS & OPEN WINDOWS

Make the rooms as bright as possible for a first impression. Plus, it keeps people from getting discouraged because they can't find the light switch.

TAKE PETS WITH YOU OR PUT THEM IN DAYCARE

You can put up a sign to not let the cats out, but there's no guarantee that everybody will read them. Dogs tend not to like strangers in their space, which can make potential buyers uncomfortable.



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DEALING WITH OFFERS

ONCE AN OFFER IS SUBMITTED ON YOUR HOME, WE WILL:

- Review the Purchase and Sale Agreement with you
- Advise and represent you in all negotiations
- Get you the highest and best terms possible

ONCE AN OFFER HAS BEEN ACCEPTED BY BOTH PARTIES, WE WILL:

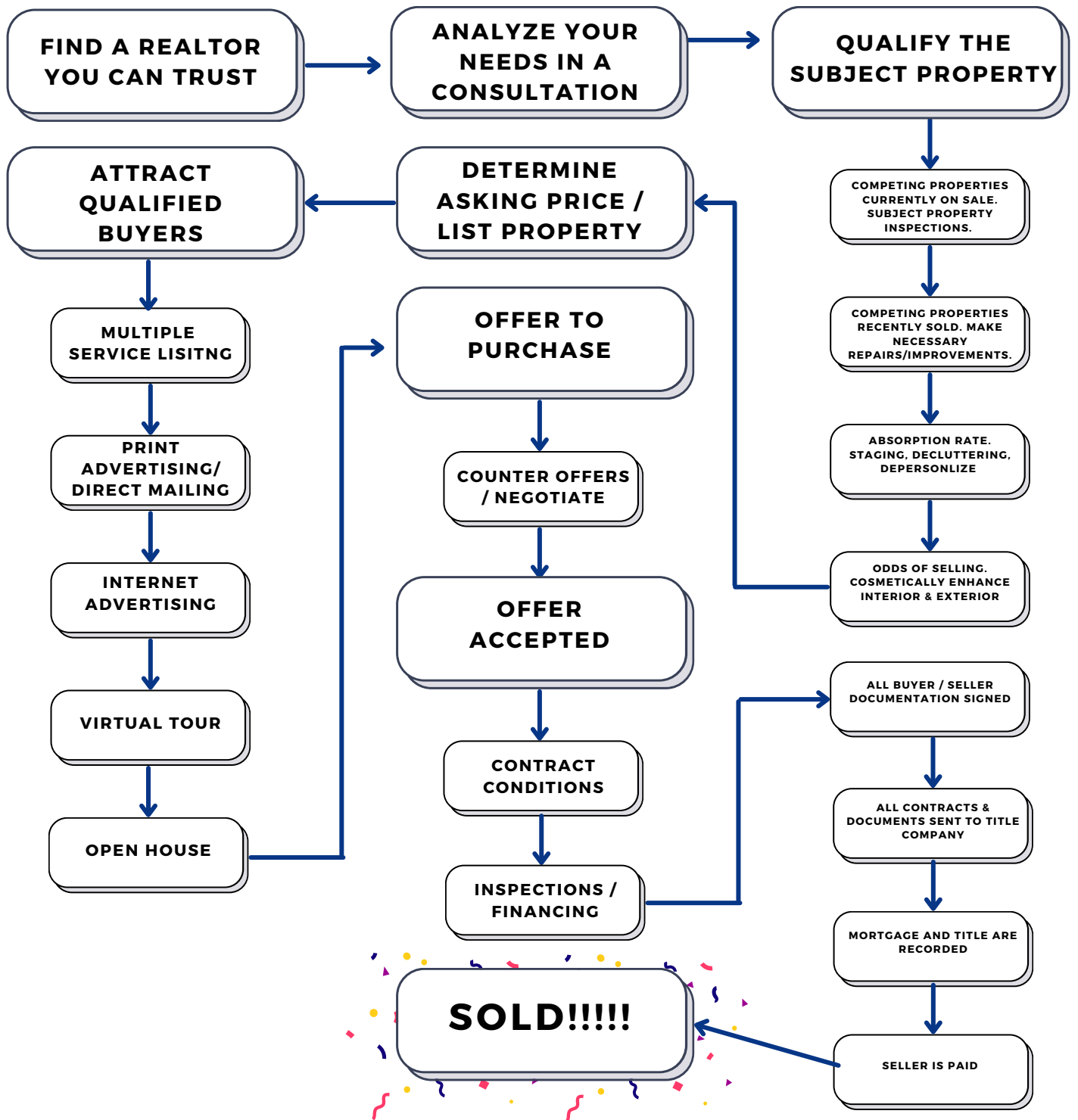
- Keep you updated on all timelines and milestones
- Order the resale certificate (if applicable) and make sure escrow opens a case and gets all necessary paperwork
- Verify earnest money has been received
- Follow up with buyer's agent for their timeline obligations, including inspection date/ time (if applicable)
- Advise and represent you in all further negotiations
- Facilitate all appointments and work orders
- Verify buyer's loan approval and lender timelines, including appraisal
- Ensure that contractual deadlines are met and that your overall experience is as smooth and stress-free as possible



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TERMS YOU SHOULD KNOW

AMENDMENTS

A change-- either to alter, add to, or correct-- part of an agreement without changing the principal idea or essence.

APPRAISAL

An estimate of real property resulting from analysis of facts about the real property; an opinion of value.

ASSUMPTION

Taking over another person's financial obligation; taking title to a parcel of real property with the Buyer assuming liability for paying an existing note secured by a deed of trust against the real property.

BENEFICIARY

The recipient of benefits, often from a deed of trust; usually the lender.

CLOSE OF ESCROW / CLOSING

Generally the date the documents are recorded and title passes from Seller to Buyer. On this date, the Buyer becomes the legal owner, and title insurance becomes effective.

COMPARABLE SALES

Sales that have similar characteristics as the subject real property, used for analysis in the appraisal. Commonly called "comps".

MORTGAGE

The instrument by which real property is pledged as security for repayment of a loan.

DEED, GRANT DEED, OR WARRANTY DEED

A real estate-oriented document used to convey fee title to real property from the grantor (usually the Seller) to the grantee (usually the Buyer).

DEED OF TRUST

An instrument used in many states in place of a mortgage.

DEED RESTRICTIONS

Limitations in the deed to a parcel of real property that dictate certain uses that may or may not be made of the the property.

EARNEST MONEY DEPOSIT

Down payment made by a purchaser of real property as evidence of good faith; a deposit or partial payment.

EASEMENT

A right, privilege, or interest limited to a specific purpose that one party has in the land of another.

LIEN

A form of encumbrance that usually makes a specific parcel of real property the security for the repayment of a debt or discharge of an obligation. For example, judgements, taxes, mortgages, deeds of trust.



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TERMS YOU SHOULD KNOW

PITI

A payment that combines principal, interest, taxes, and insurance

POWER OF ATTORNEY

A written instrument whereby a principal gives authority to an agent. The agent acting under such a grant is sometimes called an "Attorney-in-Fact".

PURCHASE AGREEMENT

The purchase contract between the Buyer and Seller. It is usually completed by the real estate agent and signed by the Buyer and Seller.

QUITCLAIM DEED

A deed operating as a release, intending to pass any title, interest, or claim which the grantor may have in the real property, but not containing any warranty of a valid interest or title by the grantor.

RECORDING

Filing documents affecting real property with the County Recorder as a matter of public record.

REALTOR®

A Realtor® is a licensed real estate agent and a member of the National Association of Realtors®, a real estate trade association. Realtors also belong to their state and local Association of Realtors.

LISTING AGENT

A key role of the listing agent or broker is to form a legal relationship with the homeowner to sell the property and place the property in the multiple listing service

BUYER'S AGENT

A key role of the buyer's agent or broker is to work with the buyer to relocate a suitable property and negotiate a successful home purchase.

MULTIPLE LISTING SERVICE (MLS)

The MLS is a database of properties listed for sale by Realtors who are members of the local Association of Realtors. Information on an MLS property is available to thousands of Realtors.

TITLE COMPANY

These are the people who carry out the title search and examination, work with you to eliminate the title exceptions you are not willing to take subject to, and provide the policy of title insurance regarding title to the real property.

REAL ESTATE AGENT/ BROKER

A real estate agent is licensed by the state to represent parties in the transfer or real property. Every Realtor® is a real estate agent but not every real estate agent has the professional designation of a Realtor®



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EXCLUSIVE RIGHT TO SELL CONTRACT

ADOPTED BY THE MULTIPLE LISTING SERVICE OF DAYTON REALTORS®



This Exclusive Right to Sell Contract ("Contract") is made between _____ ("Owner," whether one or more), whose address is _____ and _____ ("Broker"), whose address is _____

1. Exclusive Right to Sell. In consideration for Broker's efforts to procure a buyer, and for Broker's acceptance of the duties as Owner's exclusive agent, Owner grants to Broker the exclusive right to sell the real property (the "Property") located at and commonly known as (use Street location and lot number or size): _____

2. Listing Period. This Contract shall begin on the date and time last signed below and shall expire at 12:00 Midnight on _____ (the "Listing Period").

3. Terms of Sale. The Property will be offered for sale at a price of \$ _____. Owner agrees to convey marketable title to the Property by general warranty deed with release of dower.

4. Brokerage Fee. If the Property is sold during the Listing Period, Owner shall pay Broker a brokerage fee of (insert dollar amount or percentage of total sales price) _____. This right to a brokerage fee applies to any sale during the Listing Period, whether the Property is sold through Broker, by Owner's own efforts, or otherwise, and applies regardless of the amount of the sales price accepted by Owner. For purposes of this Contract, the Property is deemed "sold" when (a) Owner receives a written offer to purchase the Property for not less than the price stated in Paragraph 3, and otherwise upon the terms and conditions set forth in this Contract, from a ready, willing and able buyer; or (b) Owner conveys or enters into a contract to convey the Property on any other terms and conditions acceptable to Owner. In addition, Broker shall be entitled to the same brokerage fee if the Property is sold within the _____ day period following the expiration of the Listing Period (the "Terminal Period"), to any person (or anyone acting on that person's behalf) with whom Broker had made contact relative to the sale of the Property before the expiration of the Listing Period. However, this right to a brokerage fee with respect to a sale during the Terminal Period shall not be operative if the Property is then listed with another real estate broker who will receive the brokerage fee.

5. Other Brokers. Owner authorizes Broker to list the Property in any Multiple Listing Service. Owner authorizes Broker to offer compensation in accordance with Broker's company policy, which is to offer compensation to (check if applicable): Subagents Compensation amount _____ Buyer Brokers Compensation amount _____

(State compensation as dollar amount or percentage of sales price)

Owner (check one) has has not received the Consumer Guide to Agency Relationships provided by Broker. If the Consumer Guide to Agency Relationships provided by Broker so states, all licensees in the brokerage are hereby appointed to represent Owner.

6. Dual Agency. If a prospective buyer of the Property is represented by Broker, or any agent of Broker, or if the prospective buyer is an employee or agent of Broker, Broker will be considered a "dual agent" (that is, agent of both Owner and the buyer) in the transaction. If this situation arises, Owner is willing to permit Broker's dual agency role, subject to Owner's consent as outlined in the Agency Disclosure Statement.

7. Owner's Representations. Owner represents to Broker that (a) Owner is the sole owner of and has exclusive control of the Property; (b) Owner is fully authorized and able to enter into and perform this Contract; (c) to the best of Owner's knowledge, no latent defects are present in the Property, no toxic, explosive or otherwise hazardous substances have been stored, disposed of, concealed within or released on or from the Property, and no other adverse environmental conditions affect the Property, except as set forth in the Residential Property Disclosure Form and (d) Owner has been advised of the requirement to provide to prospective purchasers a Residential Property Disclosure Form in accordance with Ohio law.

8. Seller Content License. Seller may provide content, such as photos or videos of the Property ("Seller Content") to the Broker. Seller grants to Broker a non-exclusive, perpetual, world-wide, transferable, royalty free license to sub-license (including through multiple tiers), reproduce, distribute, display, perform and create derivative works of the Seller Content. Seller warrants it has the authority to provide this license, and that Seller Content does not violate any third party intellectual property rights or laws. Seller agrees to execute any further documents that are necessary to effect this license.

Owner's Initials:

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Property Address: _____

9. Fair Housing Statement. It is illegal, pursuant to the Ohio Fair Housing Law, Division (H) of Section 4112.02 of the Revised Code and the Federal Fair Housing law, 42 U.S.C.A. 3601, as amended, to refuse to sell, transfer, assign, rent, lease, sublease or finance housing accommodations, refuse to negotiate for the sale or rental of housing accommodations, or otherwise deny or make unavailable housing accommodations because of race, color, religion, sex, familial status as defined in Section 4112.01 of the Revised Code, ancestry, military status as defined in that section, disability as defined in that section, or national origin or to so discriminate in advertising the sale or rental of housing, in the financing of housing, or in the provision of real estate brokerage services

It is also illegal, for profit, to induce or attempt to induce any person to sell or rent a dwelling by representations regarding the entry into the neighborhood of a person or persons belonging to one of the protected classes.

10. Lead-Based Paint Disclosure. Owner has been advised that if the Property contains housing constructed before 1978, Owner is required (a) to provide to the buyer a federally approved lead hazard information pamphlet; (b) to disclose to Broker and the buyer the presence of any known lead-based paint and/or lead-based paint hazards on the Property; and (c) to provide to Broker and the buyer any additional information, records or reports in Owner's possession or available to Owner pertaining to lead-based paint and/or lead-based paint hazards in the Property. In addition, Owner must provide to the buyer a 10-day opportunity to conduct a risk assessment or inspection of the Property for the presence of lead-based paint and/or lead-based paint hazards, unless waived by the buyer in writing. Finally, any contract for the sale of the Property shall include an attachment containing a Lead Warning Statement as well as the information and disclosures described above. Owner agrees to comply with these requirements and to indemnify, defend, and hold Broker harmless against any claims, damages, losses or expenses, including attorney's fees, arising from Owner's violation of these requirements.

11. Electronic Surveillance Devices. Illegal audio and/or surveillance is a felony offense in Ohio. Owner is advised to consult with an attorney regarding the use of such surveillance devices under Ohio law and Owner shall be responsible for use of such devices in conformance with the law. **Owner does does not (check one) have surveillance equipment located on the Property.** Owner understands that under Ohio law Owner cannot use electronic, mechanical or any other device to listen, record or otherwise acquire the content of the oral communications of other persons without the consent of at least one party to the communication. Owner agrees that if such surveillance device is present on the Property that Owner will turn off any audio feature of the equipment when other persons are present on the Property. This applies to all showings, open houses, and any other appointments at which prospective purchasers, real estate licensees, inspectors, appraisers, contractors or others are on the Property. Owner also agrees to indemnify, defend and hold Broker and its affiliated licensees harmless from and against any and all claims, demands, actions, losses, damages or judgments arising out of the Owner's use of surveillance devices.

12. Use of Personal Information. In performing services under this Agreement, Broker may collect from Owner non- public personal information which may include, but is not limited to, financial information, social security numbers and account numbers ("Personal Information"). Owner authorizes Broker to disclose this Personal Information to third parties including (i) mortgage companies and banks, (ii) insurance companies (including title insurance companies), and (iii) real estate service providers, to the extent necessary to facilitate and effect the transaction(s) contemplated by this Agreement. Broker will not otherwise disclose Personal Information to third parties except as authorized by Owner or as required by law.

13. Miscellaneous. (a) If the Property is located in a jurisdiction requiring a housing inspection before transfer, Owner shall immediately make application for any required housing inspection and furnish Broker with a copy of the resulting certificate. (b) Owner agrees to make the Property available for showing at all reasonable times by Broker, its associates and other brokers designated by Broker. (c) During the Listing Period, Broker may place "For Sale" signs on the Property. (d) Owner (**please initial choice**) authorizes does not authorize the use of a lock-box. If a lockbox is used, Owner releases Broker and Broker's agents from any liability resulting from the use of the lockbox except any loss or damage resulting from the gross negligence or intentional acts of Broker or Broker's agents. (e) Broker is authorized to disclose all information pertaining to the Property to all parties involved with its marketing and/or sale, including all MLS participants. Broker is further authorized to place information about the Property in any other informational service medium to advertise and promote the sale of the Property.

Owner's Initials



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Property Address: _____

14. Signatures (Owners of Record). Signatures are required below by all parties with an interest in the property or their authorized legal representative(s)

Owner Date _____ Time _____ (AM / PM) Phone _____

Owner Date _____ Time _____ (AM / PM) Phone _____

The undersigned Broker accepts the exclusive right to sell agency for the Property on the terms stated above.

Broker _____ Date _____ Time _____ (AM / PM) Phone _____

By Date _____ Time _____ (AM / PM) Phone _____

SAMPLE