



SELLERS FAQ

Showings: There are several methods from easy to restrictive. You make the choice of what works for you and your household but it's best to keep it as simple as possible.

Security/Safety of Home/Personal Property: Lockboxes are secure with additional restrictions available; however, it is very important to discuss putting away valuables, drugs, etc. for added safety.

Blinds, lights, heat and AC? Just keep in mind that the more comfortable the buyer is during a showing the greater likelihood of them loving the home. Dark and cold rooms do not warm the heart of a buyer. Open all curtains and blinds and keep thermostat at around 70 degrees in the winter and AC on in the summer.

Who chooses the title and escrow company? Typically, the seller chooses although the buyer may request a different title/escrow company for various reasons.

What is a Home Energy Score? The City of Portland as well as a few other jurisdictions require a Home Energy Score to be disclosed to buyers when listing a home. This is a report that estimates the energy-related use, associated costs and cost-effective solutions to improve the home's energy efficiency. The cost is typically \$125.
<https://www.pdxhes.com/how-to-determine-if-you-need-a-home-energy-score>

Why do I pay for title insurance? To provide the buyer with a clear and marketable title to the property.

What do I do with my pets? Dogs and cats should be crated, and the room identified. Many buyers are sensitive or allergic to pets so don't distract them with your pet. Remember, if the Buyer can smell it, I can't sell it!!!

Should use air fresheners? No. Some people are allergic to them.

How long is a typical escrow after an accepted offer? 30-40 days is common for financed sales; cash financed sales can close quicker.

Is staging necessary and how much does it cost? Staging is not required to sell your home but it is a very wise investment. Statistics show that staging pays for itself and more. Staging makes a significant difference in photos as well as the buyers experience. Depending upon the extent of work, it generally costs between \$1700-3500. This figure is typically for the first 30 days and then there is an additional fee after 30 days.

What is a home warranty and who pays for it? It covers certain systems in the home for 1 year after closing. Who pays is negotiable in the contract. Buyers like seeing a home

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warranty offered in the listing. There is also an option for seller coverage during the listing.

How does earnest money work? Typically, earnest money is 1-2% of the sales price, depending upon the terms of the offer. Earnest money is deposited into escrow and typically either goes towards the buyers downpayment at closing or is returned if the buyer terminates the contract for reasons within the scope of the contract. A buyer would need to default on the contract in order for a seller to receive the earnest money.

Once in escrow? Do not make changes to the property, i.e., remove plants, fixtures etc.

What if my house doesn't appraise? The negotiations begin again with the buyer. You can terminate the sales agreement if a new agreement between the parties is not reached.

What are appraisers "conditions?" These are repairs required by the lender before they will give a loan on the property, i.e. new roof, sewer, oil tank, etc.

When and how do I get my proceeds? The day of recording the funds are wired to your account. Typically, very late in the day and it may not be posted to your account until the next day.

Do not discuss terms of the contract until it closes. This protects you should there be a problem or fail sale of the transaction.

Dates may/will change during this transaction- be flexible! Inspections, appraisals and financing challenges may delay the process. Be prepared to adjust.

How do commissions work? YogaBug Real Estate charges 2.5% of final sales price as your listing agent commission. I have attached a list of *Things We Do For You* that itemizes our services in more detail.

Who is responsible for paying buyers agents? As of August 2024, Buyers are responsible for paying buyer agent commissions. Sellers can offer a concession towards the buyers agent commission (BAC). Buyers can request compensation towards the BAC via the sales contract. **All commissions are negotiable.** See *Advisory Regarding Real Estate Compensation*

What if an unrepresented buyer wants to write an offer on my home and they do not want to be represented by an agent? If you agree to have an unrepresented buyer write an offer on your home, YogaBug can act as a scribe for the buyer but not offer any representation. See Unrepresented Party Acknowledgement

What if an unrepresented buyer wants YogaBug to represent them as well as the seller otherwise known as disclosed limited agency? Our company policy is to not act as Disclosed Limited Agents. We believe that it is in the best interest of both parties to have independent representation. We can refer the buyer to a competent agent for representation.