



## **Seller Services Agreement**

### **FULL SERVICE / FLAT FEE LISTING PROGRAM**

**CAROLINA MULTIPLE LISTING SERVICE (CMLS)** serving the Greater Charlotte Region.

**LEAD DOG REALTY YARD SIGN** provided. Where the HOA requires specially made "For Sale Sign," unique to that development, the cost of the sign will be responsibility of the Seller.

**CMLS ELECTRONIC LOCK BOX** provided.

**INFORMATION BOX** provided for the front yard, containing Home Info sheets.

**APPOINTMENT CENTER** to schedule appointments for Buyer Agents to show your House, as per your specific appointment instructions. You will also be provided a password to the "Centralized Appointment Center" which will allow you to view all current, past, and present appointments and any Agent Feedback. Buyer Agent feedback is automatically requested by the Appointment Center and is posted for your review, if the Buyer Agent responds to the feedback request.

**PLACEMENT ON LEADING INTERNET WEB SITES.** And, your CMLS listing is also available to the Internet sites of all real estate companies and all CMLS licensed third party Internet sites such as Realtor.com and Zillow.com.

**VIDEO PRESENTATION** of your listing will appear as a Video Tour on the Charlotte Multiple Listing Service.

**COMPARATIVE MARKET ANALYSIS** is prepared to assist you in establishing a fair market price for your house.

**"NET TO SELLER" FINANCIAL STATEMENT** is provided to you, prior to listing your house and prior to accepting an offer on your property, giving you an estimate of proceeds you are to receive at closing.

**COMPLETE REPRESENTATION!!!** In all negotiations when an "Offer To Purchase and Contract" is submitted by a Buyer Agent and in all negotiations with regard to resolving all property inspection issues and Complete Representation at Closing.

### **OPEN HOUSE EVENT**

Open House events are held at the request of the Seller. It is the Seller's responsibility to host the Open House event. When notified, we will include the date/time of the Open House in the MLS Open House section.

**DIRECTIONAL SIGNAGE** is provided when allowed by property owners at street entrance. It is a generic directional sign with no company identification. Placement of this sign, in the city right-of-way, in some cases, may be a violation of the City of Charlotte sign ordinance, and may result in a fine.

### **ONE YEAR HOME BUYERS WARRANTY**

A warranty may be requested by the Seller for Seller coverage during the listing period and transferred to the Buyer, at closing, OR, a warranty may be negotiated in an Offer to Purchase and Contract to be provided by the Seller for the Buyer.

### **LISTING FEE**

In lieu of the traditional 3% listing commission, Seller Agrees to pay, at the time the property is listed for sale, a **\$500 Administrative /Marketing Listing Fee**. At Closing, the Seller Agrees to pay Lead Dog Realty a **\$1700 Closing Fee**.

**The \$1700 Closing Fee is WAIVED or REFUNDED if the Seller retains the services of Lead Dog Realty as their Buyer Agent in the purchase of another property.**

As per the Listing Agreement, as long as the Listing Agreement is "in force,"

the Seller is obligated to pay any licensed real estate agent, who represents a Buyer and who is a member of the Charlotte Multiple Listing Service, an agreed upon commission, based on sales price, as stated in property's listing in the CMLS.

**THIS IS NOT A CONTRACT**

As represented by the signatures below, we acknowledge receipt of this Agreement and that the Agent has reviewed the roles of the Agent and Seller(s) in this Agreement.

\_\_\_\_\_  
FOR **Lead Dog Realty Inc.**

Date \_\_\_\_\_

\_\_\_\_\_  
Seller

Date \_\_\_\_\_

\_\_\_\_\_  
Seller

Date \_\_\_\_\_