

This is NOT a contract for service or sale.

EXPRESSAUCTIONEERS

Confidential Courtesy Seller and Property Information Worksheet

Special Note: All owners* (per Deed) **MUST be at the meeting with REAA. (*POA, Executor with POA)**

When completed, the REAA will fax signed copy to:

410-647-4836

REAA Information

EXPRESSAUCTIONEERS

E-Signature Agreement

As part of our normal course of business, Express Auctioneers LLC, our agents and assignees utilize electronic signatures (E-signatures) to create legally binding contracts and documents via different types of electronic communications such as email, faxes, video and voice recordings as set forth in the Uniform Electronic Transactions Act ("UETA").

By signing my name in the area marked "I agree" below, I fully agree that my signature and initials and or recorded voice may be considered the legally binding representation of my "wet" signature and initials for all electronic communication purposes when I (or my agent or assignees) use them on faxes, documents, email, video and voice recordings, including legally binding contracts - just the same as a pen-and-paper "wet" signature or initials.

I understand that my inclusion of a slant bar "/" preceding and proceeding my name:

/John Edward Doe/

or **"/s/"** preceding my name; **/s/ John Edward Doe**

in any and all electronic communications (such as email) as stated above holds the same validity as my "wet" signature or that of my agent or assignees.

I further understand that other electronic representation variations of my "intent to sign" not noted here will also be included.

I agree

Printed name _____

Signature _____

Initials _____ Date _____

I do not agree

Printed name _____

Signature _____

Initials _____ Date _____

Witnessed by: _____

Date: _____

**Fax this signed document to:
410-647-4836**

EXPRESSAUCTIONEERS
Express Auctioneers

**410-243-9999 - Fax 410-647-4836
6422 Frankford Ave - Baltimore, MD. 21206**

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Real Estate Auction Agent

Confidential Courtesy Seller and Property Information Worksheet

**Special Note: All owners (per Deed)
MUST be at the meeting with REAA.**

The person/s with legal authority to sign the contract must fill out this Seller Interview and Property Information kit as completely as possible.

Your Professional Real Estate Auction Agent will help you with the rest.

Please have originals AND copies of all required documents available for your REAA when you first meet.

The REAA will digitize and email you a copy of every document used for your Express Auction event.

Declaration Of Our Brand Truth

The Professional Real Estate Auction Agent, Broker and Express Auctioneer will act consistently and persistently in an emissarial manner which will build knowledge, reputation and respect in the truth of our brands, people and business practices throughout the real estate industry and public at large.

This knowledge, reputation and respect will occur as we strive to provide a consistent and persistent message to our sellers, buyers, prospective customers, and others who will take part in The Express Auction Event.

Our consistent and persistent message is that we will work to help you sell your home or property on the day and time you wish. We will guide you through The Express Auction Method with complete honesty and integrity in what might be a very stressful time your life. We will keep you informed every step of the way with a goal that you will earnestly trust us and our professionalism in such a manner that you will emphatically recommend us to your family members, friends and professional contacts.

Seller/s Initials

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Making an Informed Decision

When you sell your home at Express Auction, you are the **Seller**. The highest amount bid for your property IS the amount of "cash in your pocket" you will have at closing. This is paid by the **Buyer**.

All commissions are negotiable. We 50/50 split of fees. Auction company uses a **Buyer's** premium that generally is 10% added to the bid amount.

For example if a home sells for \$300,000.00, the **Buyer's** premium will be \$30,000.00, for a total cost to the **Buyer** of \$330,000.00. This is considered the "total deal value".

At closing you will have \$300,000.00 cash in your pocket.

The **Buyer's** Premium replaces the commission which in a traditional sale is subtracted from the sale price of the home.

In an Express Auction sale, the **Buyer** pays **ALL** closing costs and transfer fees.

The Express Auction contract is an "as is - where is" contract with NO contingencies. The **Buyer** purchases the home or property in its exact condition with **no** expectation for the **Seller** to pay for or perform any fixes or improvements prior to closing. See terms and conditions on our website for details.

When a home is sold at Express Auction, we normally expect between 80% and 85% of the last listed price to be the high bid. Remember, the home sells in 30 days with closing in another 30 days. This means you get your cash rapidly as compared to the potential for your home being sold subject to the **Buyer's** contingent contract holding up settlement for an undetermined time period.

Example: In a traditional sale, your might ask \$300,000.00 for your home. It could stay on the market for months at a time. The agent's only recourse is to have you spend more money to fix up the home or lower the price. After 2 or 3 price reductions, fix ups and the extended time on the market with you paying thousands a month in mortgage payments (and after all your closing costs) the "cash in your pocket" could easily be equal to or possibly less than what you will receive at Express Auction sale.

Please see our website: www.SellYourHomeAtAuction.com for more information and informative comparison videos.

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Express Auction Type Overview

Most
popular

1. **Subject to Owner Confirmation - Most popular.** Owner doesn't have set price in mind. Same marketing. Same preparation. Same terms and conditions. ***Owner can accept or reject bid on auction day.***

2. **Absolute Auction** - Best method. No minimum. No reserve. Everyone who has interest in the property will attend. Sold at the assigned date/time. Seller "not just looking for a public appraisal". Brings the most people. Never sold for less than the market value.

Please visit our website: <http://www.SellYourHomeAtAuction.com> to watch our informational videos prior to your visit from your Professional REAA. This will help you understand some of the terminology and processes which might be included in your Express Auction Event. Thanks!

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Sample EASIER System Update Email

Professional Real Estate Auction Agents utilize the Express Auctioneers Seller Information Electronic Reporting (EASIER) System to keep our sellers completely informed during their Express Auction Event.



1. Critical Checkpoint Wharfrat Rd. Founta

Hello to our seller team representatives noting the sequence number of the email.

Hello Bill, This is your Status Report number 1.

Auction Agent: Kenneth Huntman
Auction Event: SC-091218-001
Property Location: 5891 Wharfrat Rd. Fountain Inn, SC 29644-3212
There are 21 days until this ABSOLUTE auction.

Agent and auction event information with REAA comments below.

REAA Comments:
This auction is progressing along smoothly. Seller team is excited about the auction sale.

- 1 [Completed 1/1/2010] Initial Auction Event Creation
- 2 [Completed 1/1/2010] Meet with seller/rep/committee
- 3 [Completed 1/1/2010] Signed contract faxed to HQ
- 4 [Completed 1/1/2010] Copy of deed or assessment
- 5 [Completed 1/2/2010] Copy of plat or survey
- 6 [Completed 1/2/2010] Current tax bill
- 7 [Completed 1/2/2010] Homeowner's or fire insurance policy
- 8 [Completed 1/2/2010] Estimate of mortgage balance and other loans
- 9 [Completed 1/19/2010] Mortgage payment book
- 10 [Completed 1/19/2010] Settlement information from when they bought the property
- 11 [N/A] Any brochures or sales fliers prepared by real estate agent or FSRO

Critical checkpoint updates.

Above is a sample email that the seller will receive on a routine basis leading up to and after Express Auction Day. Our goal is to keep you informed throughout your auction sale.

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Provide copies only. No original documents please!
Please have originals available for REAA to review.

Items needed from Seller to properly list the property

Ask the **Seller** to have the following items ready for you to review at the listing appointment.

These documents must be copies and the originals must be retained by the **Seller**. REAA will retain copies which were verified from the originals.

REAA will check box next to each item after received, verified, copied and original returned to **Seller**.

★ **Starred items below are required.**

- ★ 1. Copy of deed or assessment.
- 2. Copy of plat or survey.
- ★ 3. Copy of current tax bill.
- 4. Copy of homeowner's or fire insurance policy
- ★ 5. Copy of estimate of mortgage balance and other loans.
- 6. Copy of mortgage payment book or monthly statement..
- 7. Copy of settlement information from when they bought the property.
- 8. Any brochures or sales flyers prepared by real estate agent or FSBO.
- ★ 9. A list of special features unique to their property.
- 10. A list of personal property and furnishings to sell.
- ★ 11. ID/Drivers License/Passport for: (circle all) Owner POA Administrator Executor Other
- ★ 12. Signed advertising check made out to **Express Auctioneers** with property address written in the notation area of the check. Amount to be determined by REAA HQ.
- 13. Any other relevant documentation. (Describe) _____

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Please fill out the following pages as completely as possible. If you are unable to fill out any portion, ensure that you note the area and discuss any concerns with your REAA.

Your Professional Real Estate Auction Agent's Name

Date _____ **MLS Number:** _____

Seller Legal Name/s _____

Seller Nickname/s _____

Seller Email/s *(Important! - Enter below with entire Seller Team Emails.)*

Seller Phone _____ Seller Cell _____

Seller Fax _____

Property Address _____

Property City, State, Zip _____

Property County Tax District _____

Property More _____

REAA Name _____ **REAB Name** _____

REAA Number _____ **REAB Number** _____

REAA Cell _____ **REAB Cell** _____

REAA Fax _____ **REAB Fax** _____

REAA Email _____ **REAB Email** _____

Important: List ALL seller team email addresses of people to receive Critical Checkpoint Emails. _____ _____ _____ _____ _____
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Date _____

Seller Legal Name/s _____

Property Address _____

Property City, State, Zip _____

How did you hear about us? _____

Are you: Owner Power of Attorney Administrator Executor Other (Circle one)

Describe other/Do you have paperwork? _____

When did you purchase the property? _____

What did you originally pay for the property? _____

What major improvements have you made? _____

Do you have a current appraisal on the property? _____

Amount _____

Date of the appraisal. _____

Are there any new homes of similar style or price being built nearby? _____

What is the balance of your first mortgage? _____

Do you have any other loans on the property? _____

Why are you selling? _____

Where are you moving to? _____

When do you need to be there? _____

Do you have a non-contingent contract on your next property? _____

Have you ever offered the property "For Sale By Owner"? _____

Asking price. _____

How long on the market? _____

Has the property ever been listed for sale with a Real Estate Agent? _____

Asking price. _____

How long on the market? _____

Number of offers? _____

Offer prices. _____

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Why didn't the property sell? _____

What do you feel the property is worth? _____

How did you arrive at that price? _____

What is the absolute minimum dollar amount you need to get out of the property? _____

What will you do if you don't get it? _____

Is there anything that the Express Auctioneer should know about the property that he should announce or disclose to bidders prior to the sale? _____

Are there any current leases on the property? _____

Are there any current judgments/liens/court cases against you or the property? _____

What is the current zoning of the property? Zoning changes soon? _____

Is this property in danger of foreclosure? _____

Are there any money/requirements due/overdue on the property because of any city, county, state, federal government HOA, condo or assessment or any government agency special assessment of, or action of any kind? _____

What is the largest newspaper in the area of the property? _____

What if any HOA or special taxes are routinely assessed or optional for the property? _____

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Neighborhood _____ Subdivision _____

Directions from a major highway _____

Liber / Folio / Date recorded _____

Lot size / Annual taxes / Assessment _____

Approximate square foot of home _____ Land _____

In fee _____ Annual ground rent _____

House style _____ Construction _____ Age _____

Number of bedrooms _____ #of baths _____ # of half baths _____

Main fuel _____ Type of heat _____ Central air _____

Basement - Full _____ Half _____ Crawl _____ None _____ Finished _____

Garage - Attached _____ # of cars _____ Detached _____ # of cars _____

Swimming pool _____ Tennis court _____ Outbuildings _____

Waterfront _____ Water view _____ Water privileges _____

Public water _____ Public sewer _____ Public gas _____

Well _____ Septic _____ Bottled gas _____

Other special features _____

Inclusions _____

Exclusions _____

Please attach current rental income schedule _____

Please attach covenants _____

Please attach condo documents and fees _____

Please attach list of inclusions and income information _____

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Completion and submission of this confidential courtesy Seller Interview document **DOES NOT ENSURE** your acceptance in our Express Auction programs. Acceptance into any programs is at the sole discretion of Express Auctioneers, its agents and representatives and the auctioneer. The decision of Express Auctioneers, its agents and representatives and the auctioneer is final and without recourse. A marketing fee determined by Express Auctioneers its agents and representatives and the auctioneer is normally assessed as part of the acceptance in our Express Auction programs. You will be contacted by an authorized representative Express Auctioneers, with the decision of the "Marketing Team" to include a marketing fee normally within 1-2 business days. Additional time may be required. **There is no fee associated with this preliminary acceptance determination. This courtesy acceptance determination is not contract for sale or service.** We offer absolutely NO guarantee that your property(ies) and or asset(s) will sell and successfully close. There will be no refund of your marketing fee(s) for any reason except as determined by the Express Auctioneer. The Express Auctioneer may elect to resell your property(ies) or asset(s) at a later date. The decision of the Express Auctioneer is final and without recourse. **You may be required to supply additional documentation prior to your acceptance determination being reached. If you are accepted into our program/s, additional documentation will be required.**

*The Owner warrants to Express Auctioneers, its agents, representatives and assignees that the information shown on this Seller and Property Information Worksheet is true and correct. Such information, though believed accurate, is not guaranteed by Express Auctioneers, or any agent or representative. **Special Note: This is NOT a contract for sale.***

Seller Signature _____ Seller Signature _____ Date _____

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