Five Point Service & Performance Guarantee

1 Thoroughly research the property

- **Verify home square footage**
- **Research lot size, boundaries, and check for easements**
- **Obtain a list of all upgrades**
- **Verify builder and get a copy of the floor plan**
- **HOA- if applicable, verify fees, upcoming special assessments, as well as transfer and HOA demand fees**
- **Any water conservation easement**
- **Solar lease or owned? If leased, obtain a copy of the lease and terms**
- **Verify any additions have been permitted**

Why is this important?

We'll know your property as well as you do when we're ready to market it to others!

2 Preparing for the sale

- **Pricing: We will prepare a complete home evaluation in writing to demonstrate market conditions, and trends and where your property is positioned in today's market.**
- **Set up a Pre-listing Inspection**

Advantage :

- **Typically results in a smoother and shorter due diligence period**
- **Decreases the symptoms of Buyer's remorse**
- **Keeps the re-negotiations to an absolute minimum**
- **Ultimately results in lower out of pocket expenses and a higher selling price!**

Why is this important?

We want to avoid inspection problems and keep contingencies at an absolute minimum!

3 Negotiations

- Heavily vetted financing offers - Patrick Durkin used to be a licensed mortgage loan officer for both a major depository bank and an independent mortgage company. He knows the right questions to ask the buyer's lender to ensure the buyer is truly qualified. This will help alleviate buyers that have a lender letter but aren't truly qualified.
- The Durkin's have three decades of experience in dealing with all kinds of offers whether it be cash sales, normal financing, seller financing, short sales, foreclosures, REO, probate sale, etc. We have done it all...and more than once!
- George Durkin spent twenty-three years as a managing broker dealing with contracts and knows how best to avoid disputes, last minute cancellations, unnecessary fees, how to protect your interest in real estate contracts
- All offers will be presented along with a net sheet showing what the bottom line figure is for your proceeds. If you are selling an investment property we encourage you to speak with a CPA prior to the sale to avoid tax surprised AFTER closing.
- You will be confident you are obtaining the best possible price and terms available in today's market

Why is this important?

You are paying us to guide you, represent you in this transaction, and ultimately get the most money possible in the quickest timeframe possible.

4

Communication, communication, communication

- Automatically via email, send you all feedback from buyer showings
- Automatically email new listings, pending and sales in your neighborhood to keep you aware of the competing properties
- Review pricing weekly and notify you immediately of market changes
- Aggressive follow-up with prospective buyers
- Send you weekly reminders on what steps are needed to meet our time table to close

Why is this important?

You are hiring the Durkin's, therefore you have access to the Durkin's. There are only three occasions where we any of us will not answer our phone; when we are sleeping, showering or speaking with a client. Once water-proof phones are invented, we will answer in the shower ;)

5 Closing

- Meet the appraiser to make sure he/she has correct information on the property and submit several comparable suggestions
- Go over any inspection reports with you and discuss a strategy
- Assist with any vendor requirements you may have
- Assure that all HOA documents and demand statements are ordered and paid for to meet the Nevada law for providing buyers with required CIC (common interest community) paperwork
- Keep you on track with the move-out and utility transfers
- Provide you with an estimated closing statement prior to your visit to the title company to close
- Supervise the final walk through and submit necessary forms to the parties
- Accompany you to the closing
- Deliver your closing check and /or confirm you have received closing funds

Why is this important?

It's not over until it's over. With a real estate move, there are tons of moving pieces. Our goal is to eliminate the stress and emotional roller coaster with our proven process to make you aware of the major milestones in the process as well as the minor details. You need to know what's going on yet, we mind the details so you are never questioning what's next.