

# REALTOR®



# iBUYER

## THE *Real* COST OF CONVENIENCE

REALTOR®	iBUYER		
\$250,000 MARKET PRICE	\$225,000 OFFER PRICE	Working with a REALTOR® and bringing your home to an open market helps bring top value for your home, iBuyers tend to offer below market value.	
\$100,000 BALANCE	\$100,000 BALANCE	This is the balance that is left on your existing loan. It will be paid off to your mortgage company at closing.	
\$1,085 CLOSING COSTS	\$2,003 CLOSING COSTS	Closing costs like Title Insurance, Escrow Fees, and more will be paid at closing and are mandatory when working with a REALTOR® or iBuyer.	
\$15,000 COMMISSION	\$0 COMMISSION	REALTORs® charge a commission to sell the home, sometimes as a flat fee, but mostly as a percentage that is paid in part to the buyer's agent and part to your listing agent. iBuyer's do not charge a commission to purchase your home.	
\$0 SERVICE FEE	\$16,875 SERVICE FEE	iBuyers charge a service fee in lieu of a commission. This fee typically encompasses selling fees, 'risk', holding costs, and more and can reach up to 13%. REALTORs® do not charge a service fee.	
\$1,000 REPAIRS	\$7,875 REPAIRS	iBuyers run a thorough inspection of the home and commonly require a non-negotiable credit for repairs to the home. Repairs can be included when working with a REALTOR® but are often negotiated with the buyer.	
\$842 HOLDING COSTS	\$298 HOLDING COSTS	A benefit of selling to an iBuyer is a quick closing. The longer you are in your home, the more you'll spend on things like taxes, insurance, etc. While a REALTOR® may not be able to close as quickly, they will work to close as quickly as possible while getting top dollar for your house.	
\$130,209 NET	\$96,264 NET	This is the final amount you will walk with once the sale of your home is completed, factoring in the price and all costs.	

### COST OF CONVENIENCE

### \$33,946



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Not intended to solicit currently listed properties.



### GUTHRIE GROUP HOMES

GOOD PEOPLE! GREAT HOMES!

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