



Simply Sold

A simpler way to sell your home.....

Pricing Model

Sales Price	Total Commission Paid by Seller
\$0 - \$559,999.00	\$14,000.00 + \$755.00 Transaction Fee
\$560,000.00- \$999,999.00	\$24,000.00 + \$755.00 Transaction Fee
\$1 Million +	Please contact us for consultation

For the remainder this explanation and sample listing agreement we will assume we are selling your home at a price of \$400,000.

Introduction

The Manzano Real Estate Team provides you with results. In the past, we have helped many customers with the sale of their properties, although satisfied they occasionally would ask the same thing, why? Why do real estate agents charge a % and not a flat fee? After hearing it so many times we have decided to create this system that simply works.

Our selling approach is simple and transparent. We provide the same services as a traditional 6% real estate agent but at a flat fee. In return, this allows you to list your property at a competitive price and significantly increasing your chances for a multiple offer situation.

We have a team of experienced real estate agents who know the market, understand the process and are capable of assisting you with the sale of your property from beginning to end. There are no hidden fees and no additional charges, our goal is simply to exceed your expectations.

Christopher Manzano BK3373571
9415 SW 72nd St #236
Miami, FL 33173
(786) 486-6082
ChrisManzano.com

We do everything we can to ensure that the prices on our marketing and websites are correct, and we try to keep our prices constant. Sometimes we need to change the cost of a service, either up or down. Prices may be changed at any time without further notice. We reserve the right to change our services' prices at any time without further notice. However, if you have ordered but not yet paid for a service, we guarantee the price for one month from when the offer was made. Also, if your home is currently listed with another broker this is not intended to solicit that listing.





How It Works

Agreements, Marketing, Pictures

What you can expect in our first appointment

We will prepare a Comparative Market Analysis (CMA). The report will include an opinion of value along with a list of properties within your area that are active, pending and have sold in the most recent months. The purpose of this report is to help us determine your properties current market value and propose a reasonable listing price.

Once we have agreed on a list price we can proceed to signing the listing agreement and take pictures of the property for marketing purposes. We use a high quality 4K camera and/or a 3D 4K camera compatible with Matterport®.

Within 24 to 72 hours after signed listing agreement and photos

You will receive confirmation once the property goes live on the Multiple Listing Service (MLS). The information will also automatically sync to websites such as but not limited to Zillow®, Trulia® and Realtor.com®.

A detailed description with positive features of the property will be included. We will always be the point of contact to other cooperating agents and unrepresented potential buyers. We will communicate directly with you and deliver all messages in a timely manner.

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Showing the Property

1. If you are currently occupying the property and will be doing so through the marketing period, we will need your assistance with showings. Appointments will be scheduled and confirmed ahead of time but first you must agree with the time and date. All buyers will be represented by a licensed real estate agent. We do not accompany cooperating agents to showings. It is your responsibility to provide access to the agents.
2. If the property is tenant occupied, we can work directly with the tenant to schedule appointments.
3. If the property is vacant, a lock box will be placed with a combination code. The code will only be shared with other agents once we have received their license number and broker information. Occasionally we will have unrepresented buyers who show interest, in this case we will prescreen them and accompany them to the showing and represent them in the transaction should they make an offer.

Contracts, Offers and Transaction Dates

All offers will be presented to you in a timely manner. We will assist you in accepting and/or countering offers along with answering any questions you may have. Once you have an executed contract we will keep track of all the important dates and deadlines to ensure a successful closing. Cash offers usually take 10-15 days to close and financed offers can take anywhere from 30 to 45 days on average. The property must be vacant and empty at least 3 days prior to closing unless otherwise agreed upon in the contract.

Closing

As a seller, there aren't many documents to sign at closing, you can expect to sign 4 to 5 different documents, this process can take anywhere from 20 minutes to an hour depending on you and the questions you have. We do not attend Closings; however, we review all the closing numbers with you in advance and keep open communications with the closing agent throughout the process.

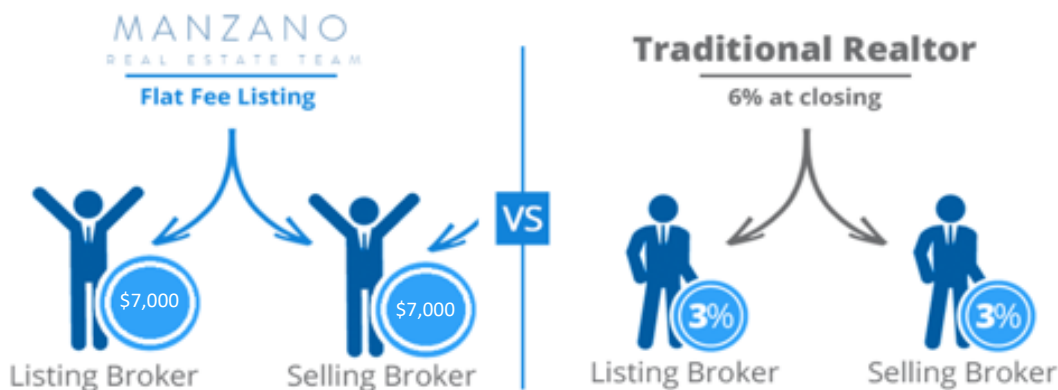
How We Compare

Manzano RE Team VS Flat Fee Brokerages

Most Flat Fee brokers require you to pay an upfront flat fee in order to list your property on the MLS. The majority also work as open listings, meaning that if a buyer or buyer's agent has questions, need to coordinate appointments, negotiated contracts, track dates, handle appraisal /inspection negotiations, and much more would be handled by you. We will handle all this and keep you informed throughout the process.

Manzano RE Team VS Traditional 6% Realtor

Most Realtors in the state of Florida work as transaction broker's, it's the default relationship as per Florida law. Manzano Real Estate team maintains the same relationship, so we owe you the same duties as a 6% realtor. you will sign the same listing agreement with us as a traditional realtor, but it will cost you a lot less. Please refer to breakdown below:



****Example in above image assumes a sales price of \$499,999 or less of real property and is not including \$755.00 Transaction Fee. Total fee for Realtor® commissions in a transaction based on a sales price of \$499,999 or less of real property would be \$14,755.00.**

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Una forma más sencilla de vender su casa.....

Modelo de Precios

Precio de venta	Comisión total pagada por el vendedor
\$0 - \$559,999.00	\$14,000.00 + \$755.00 Tarifa de transacción
\$560,000.00- \$999,999.00	\$24,000.00 + \$755.00 Tarifa de transacción
\$1 millón +	Por favor, póngase en contacto con nosotros para la consulta

Para el resto de esta explicación y el acuerdo de listado de muestra, asumiremos que estamos vendiendo su casa a un precio de \$ 400,000.

Introducción

El equipo inmobiliario de Manzano le proporciona resultados. En el pasado, hemos ayudado a muchos clientes con la venta de sus propiedades, aunque satisfechos de que ocasionalmente preguntarían lo mismo, ¿por qué? ¿Por qué los agentes inmobiliarios cobran un % y no una tarifa plana? Después de escucharlo tantas veces hemos decidido crear este sistema que simplemente funciona.

Nuestro enfoque de venta es simple y transparente. Ofrecemos los mismos servicios que un agente inmobiliario tradicional del 6%, pero a una tarifa plana. A cambio, esto le permite anunciar su propiedad a un precio competitivo y aumentar significativamente sus posibilidades de una situación de oferta múltiple.

Contamos con un equipo de agentes inmobiliarios experimentados que conocen el mercado, entienden el proceso y son capaces de ayudarlo con la venta de su propiedad de principio a fin. No hay cargos ocultos ni cargos adicionales, nuestro objetivo es simplemente superar sus expectativas.

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Cómo funciona?

Acuerdos, Marketing, Fotos

Lo que puede esperar en nuestra primera cita

Prepararemos un Análisis Comparativo de Mercado (CMA). El informe incluirá una opinión de valor junto con una lista de propiedades dentro de su área que están activas, pendientes y que se han vendido en los últimos meses. El propósito de este informe es ayudarnos a determinar el valor de mercado actual de sus propiedades y proponer un precio de listado razonable.

Una vez que hayamos acordado un precio de lista podemos proceder a la firma del acuerdo de listado y tomar fotografías de la propiedad con fines de marketing. Utilizamos una cámara 4K de alta calidad y/o una cámara 3D 4K compatible con Matterport®.

Dentro de las 24 a 72 horas posteriores a la firma del acuerdo de listado y las fotos

Recibirás una confirmación una vez que la propiedad entre en funcionamiento en el Servicio de Listado Múltiple (MLS). La información también se sincronizará automáticamente con sitios web como, entre otros, Zillow®, Trulia® y Realtor.com®.

Se incluirá una descripción detallada con características positivas de la propiedad. Siempre seremos el punto de contacto con otros agentes cooperantes y compradores potenciales no representados. Nos comunicaremos directamente con usted y entregaremos todos los mensajes de manera oportuna.

Mostrando la propiedad

1. Si actualmente está ocupando la propiedad y lo hará durante el período de comercialización, necesitaremos su ayuda con las exhibiciones. Las citas se programarán y confirmarán con anticipación, pero primero debe estar de acuerdo con la hora y la fecha. Todos los compradores serán representados por un agente de bienes raíces con licencia.
2. Si la propiedad está ocupada por el inquilino, podemos trabajar directamente con el inquilino para programar citas.
3. Si la propiedad está vacante, se colocará una caja de seguridad con un código de combinación. El código solo se compartirá con otros agentes una vez que hayamos recibido su número de licencia e información del corredor. Ocasionalmente tendremos compradores no representados que muestren interés, en este caso los preseleccionaremos y los acompañaremos a la exhibición y los representaremos en la transacción en caso de que hagan una oferta.

Contratos, ofertas y fechas de transacción

Todas las ofertas se le presentarán de manera oportuna. Le ayudaremos a aceptar y / o contrarrestar ofertas junto con responder cualquier pregunta que pueda tener. Una vez que haya ejecutado un contrato, realizaremos un seguimiento de todas las fechas y plazos importantes para garantizar un cierre exitoso. Las ofertas en efectivo generalmente tardan de 10 a 15 días en cerrarse y las ofertas financiadas pueden tardar entre 30 y 45 días en promedio. La propiedad debe estar vacante y vacía al menos 3 días antes del cierre a menos que se acuerde lo contrario en el contrato.

Cierre

Como vendedor, no hay muchos documentos para firmar al cierre, puede esperar firmar de 4 a 5 documentos diferentes, este proceso puede tomar de 20 minutos a una hora, dependiendo de usted y las preguntas que tenga. No asistimos a cierres; Sin embargo, revisamos todos los números de cierre con usted con anticipación y mantenemos comunicaciones abiertas con el agente de cierre durante todo el proceso.

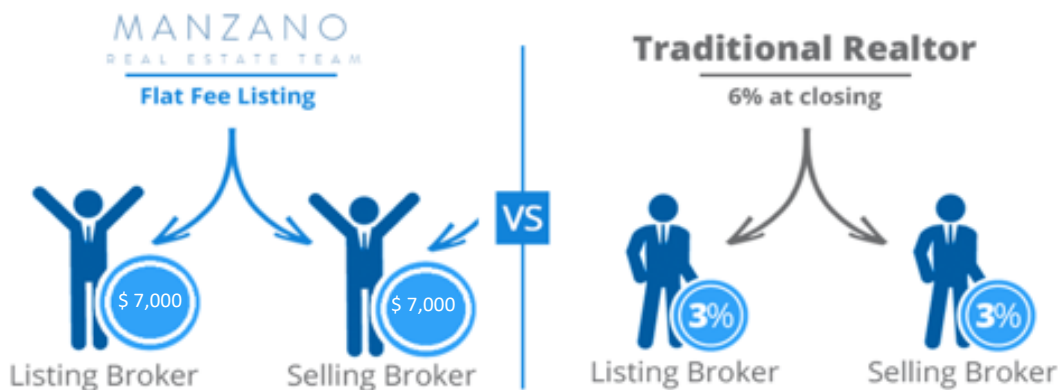
Cómo comparamos

Equipo Manzano RE VS Corretaje de tarifa plana

La mayoría de los corredores de tarifa plana requieren que pague una tarifa plana por adelantado para incluir su propiedad en la MLS. La mayoría también funcionan como listados abiertos, lo que significa que si un comprador o agente del comprador tiene preguntas, necesita coordinar citas, contratos negociados, rastrear fechas, manejar negociaciones de evaluación / inspección, y mucho más sería manejado por usted. Nos encargaremos de todo esto y te mantendremos informado durante todo el proceso.

Manzano RE Team VS Tradicional 6% Realtor

La mayoría de los agentes inmobiliarios en el estado de Florida trabajan como corredores de transacciones, es la relación predeterminada según la ley de Florida. El equipo de Manzano Real Estate mantiene la misma relación, por lo que le debemos los mismos deberes que un agente de bienes raíces del 6%. Usted firmará el mismo acuerdo de listado con nosotros como un agente de bienes raíces tradicional, pero le costará mucho menos. Por favor, consulte el desglose a continuación:



****El ejemplo en la imagen de arriba asume un precio de venta de \$499,999 o menos de bienes inmuebles y no incluye \$755.00 de tarifa de transacción. La tarifa total por comisiones de agentes® inmobiliarios en una transacción basada en un precio de venta de \$ 499,999 o menos de bienes raíces sería de \$ 14,755.00.**

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