

1-4 RESIDENTIAL CONTRACT				
PAR.	ISSUE	BUYER OFFER	ROBYN NOTES	SELLER NOTES
1	Are Legal Names Correct?	No	They are backwards, we will have the agent correct	Ok
3	Offer Price	\$297,000	\$297,000 minus \$9,000 in closing costs is \$288,000. Do the you want to counter back at \$300,000 keeping \$9,000 in closing costs?	Yes
5	Earnest Money Offered	\$3,000	Ok	
6(A)	Title Company & Who is paying for Owners Title Policy	Frontier Title/Seller	Missing address, we will have Selling Agent add	Ok
6(A)(8)	Title: Discrepancies amended on title policy & by who?	Will be amended / by Seller	May want to counter to have Buyer Amend or concentrate more on price, since that is a fairly large issue at this point then some of the other items, which may or may not happen.	Let's focus on price
6(C)	Survey: Who is responsible for providing or purchasing it?	You have 10 days to provide survey and notarized T-47 Affidavit to Buyer. If you don't provide within this time, Buyer will purchase one at your expense. If you do provide it and Title Company or Lender do not accept it, then the Seller will purchase at their expense.		Counter back - buyer pays if not accepted
6(D)	Objections to defects, exceptions or encumbrances	Residential, 15 Days	I think that is too long and I would suggest countering to 7 days, though there should be no issue with it anyway.	7 days
7(B)	Is the correct box checked showing that they have or have not received them already?	Yes	Buyer has received the notice	Ok
7(D)	Are they taking "as is" or asking for a repair or treatment?	"As Is"	"As Is" does not mean they will not ask for repairs during their option period, it means they are not asking for anything at this time. The can conduct their inspections and then ask for repairs or treatments.	Ok
7(H)	Are they asking for a Home Warranty?	Yes, \$500.00	Please advise	Acceptable
9	Closing Date	March 30 <sup>th</sup> , 2018	Ok	Ok
10	Possession: Does Buyer take possession of the home upon closing and funding or with a Buyer lease or a Seller leaseback?	Upon closing and funding	Seller would like to counter with a Seller Leaseback through April 15 <sup>th</sup> , 2018, corrent?	Yes
11	Special Provisions	None		
12	Seller Contribution to Closing Costs	\$9,000	See notes in Paragraph 3	
21	Is Buyer email there?	No	We will ask Selling Agent to insert Buyer's email address for contractual notifications.	Ok
22	Are the correct boxes for Addendums checked?	No	Need HOA	Ok
23	Option Period & Option Fee	10 days / \$150	That's a long Option Period. I would suggest countering back with 7 days at \$250. We want them to have a little more skin in the game to take your home off the market for a week.	7 days for \$250
P. 9	Are both sides filled in?			
	Is associates supervisor & license number filled in?	Not filled in completely	We will have Selling Agent fill in	Ok
SD's	Are they attached and fully signed?	Yes		
MUD	Is MUD attached, if necessary?	Yes	We need to add Legal Description	Ok

ADDENDUM FOR PROPERTY SUBJECT TO MANDATORY MEMBERSHIP IN A PROPERTY OWNERS ASSOCIATION				
PAR.	ISSUE	BUYER OFFER	ROBYN NOTES	SELLER NOTES
A	Do Buyers want deed restrictions, bylaws and a resale certificate? At whose cost?	Buyer does not require	They signed ours. Ok	Ok
C	How much of the association transfer fee are the Buyers willing to pay?	Actual fee	Ok	Ok
E	If Buyer does not request the restrictions, bylaws and a resale certificate, but the title company requires it – who pays? The Buyer or the Seller?	Seller	Ok	Ok

THIRD PARTY FINANCING ADDENDUM				
ISSUE	BUYER OFFER	ROBYN NOTES	SELLER NOTES	
Are the loan, interest rate & origination fee reasonable for the market? They must be able to get this loan, so we want to ensure it is reasonable.	FHA Loan	Paragraph D is missing the offer amount. We will have selling agent add.	Ok	
How many days do they want to get their financing reviewed & finalized?	25 days	I think this is too long. This is a time for the lender to review the contract and verify employment and finances haven't changed since application was made, not to get through underwriting. You probably don't want to take the home off the market until a week and a half before closing, to allow the buyer to remain in a third party financing option period 10 days is enough time for the lender to review the executed contract and verify that the buyers' employment and finances haven't changed since application was made.	Agreed. We can't stay in an option period that long. We need to release the contingency on the house we are building or we will lose our deposit.	
Pre-Approval Letter	Yes/ American Nationwide Mortgage Company	<b>Pre-Qualification, not a Pre-Approval and it is only for \$190,000.</b> We need a pre-approval showing they are approved for the amount in their offer.  <b>Buyers haven't filled out an actual mortgage application.</b> Pre-Approval States "PLEASE NOTE: This pre-qualification is based upon preliminary unverified information, which although deemed to be reliable, is not guaranteed to be correct. A final loan decision cannot be made until a complete mortgage application and supporting documentation is received and verified. This letter does not guarantee loan approval, nor is it an offer or commitment to make a loan at the above rates and terms. Interest Rates are subject to daily change without notice and may affect the loan amount for which you qualify." <b>We need a pre-approval letter that shows they have filled out an application and it has been reviewed and verified.</b>	Yes!! Please get an actual pre-approval letter!	