Realtor Offer Guide – Kansas City Market

Line 6: Buyer Name to be “BR Homes KCMO, LLC” (for Missouri) “BR Homes KCKS, LLC” (for Kansas)

Line 164: Offer price client wants to submit

Line 176-178: Check other box and insert “wire transfer” EM to be no more than 1% of offer price

Line 180-181: Deposited With Buyer Title Company Secured Title of Kansas City check box refundable

Line 196: Total Amount Financed 80% of the offer price

Line 200: Balance to be paid in Certified Funds 20% of the offer price

206: Insert your requested compensation, (Berry-Rock Homes will not pay additional compensation that is not negotiated with the seller, refer to second page for further information)

Line 209: Seller Paid Closing Costs **REFER TO ATTACHED PAGE BASED ON OFFER PRICE**

Line 238: Closing and Possession 30 days from offer date

Line 299: Check the box of This is a Financed Sale

Line 311: Check box for Investment Loan

Line 320: “Other Commercial Line of Credit” Check box Primary

Line 329: Amortization Period 20 Years

Line 330: Principal Amount or LTV 80%

Line 353: Check Box Buyer is Pre-Approved WRITE IN “See attached approval letter”

Line 717: Check box Seller

***Very Important*:** Include the following language in the additional provisions. “Seller agrees that purchase is contingent upon the home passing any occupancy and rental permit requirements per municipality code if applicable. Buyer and Seller agree that if the inspection period ends on a Saturday, Sunday or Federal Holiday the inspection period will be extended to midnight of the following business day."

If your Brokerage charges a transaction fee or buyer broker fee of any kind, it needs to be added to the seller paid closing cost request. If it is not included in addition to the seller paid closing costs then your buyer will need to pay it directly to you. Berry-Rock Homes will not pay any transaction/buyer broker fees. Example: Brokerage charges a $395 transaction fee and the seller paid closing cost request is $6,250 on the below chart, then total seller paid closing cost request on the offer will need to be $6,645.

Email offer to contracts@berryrockhomes.com list the signor as Cameron Rock, Manager

****In light of the NAR compensation lawsuit please note that in order for Berry-Rock Homes to purchase a home the compensation being paid by the seller must match the Buyer Broker Agreement. If the compensation does not match we will not sign the offer. If Realtor wants additional compensation that will need to be paid by our client directly to the Brokerage or delivered to Berry-Rock Homes for additional Realtor compensation within 3 days of being under contract with the 7% option consideration. If it is not received during that time frame the transaction will be canceled or Realtor can amend Buyer Broker agreement to match the negotiated seller paid compensation.****

Seller Paid Closing Costs

Property Value	Requested Closing Costs
$100,000 to $124,999	$5,450
$125,000 to $149,999	$5,950
$150,000 to $174,999	$6,250
$175,000 to $224,999	$6,550
$225,000 to $299,999	$6,750
$300,000 to $449,999	$7,750
$450,000 to $549,999	$8,250
$550,000 to $650,000	$8,750

Inspection Process

Berry Rock Homes strives for a smooth and collaborative inspection process. We are committed to work with our Realtor partners to deliver a home that meets our client's and company's expectations and sets them up for success. It is imperative with every transaction that inspections are coordinated with both the client and our company within the inspection period. Berry Rock Homes is focused on 5 major items that have to be in good working order as they are the most important items for our client. The 5 major items are as follows: Roof, Foundation, Plumbing, HVAC & Electric. We may also request other repairs be made if necessary. During the home search with approved clients, be sure to pay extra attention to these items on the sellers disclosure as they are what our company will be scrutinizing during the inspection period. Our clients are responsible for repairs and maintenance on the home so we want to work with our Realtor partners to ensure that the "big ticket" items are in good condition for our clients.

Process & Responsibilities

- Berry Rock Homes team orders the inspection
- Inspector will reach out to Realtor to schedule the inspection
- Report will be sent to Realtor and Berry Rock Homes
- Realtor partner reviews inspection report with client and compiles a list of items the client wants to have fixed
- Realtor must contact Berry Rock Homes within inspection period to get the inspection requirements from our company as well as coordinate inspection requirements from the client
- Once Realtor has combined list of client and company concerns send the inspection resolution to contracts@berryrockhomes.com for signatures
- Please correspond with our client and company about any response from the seller during this process so we can collaboratively work through the inspection period to satisfy all parties