

# How Does List-It Yourself with NuWay Work?

**NEW OPTIONS TO SELL YOUR HOME AND SAVE THOUSANDS!**

**(11/18)**

# List-It Yourself with NuWay

**List-It Yourself with NuWay is a *Broker-Managed* plan. \***

- ▶ **NuWay.ms** handles all aspects of the sale from listing through closing, just like the traditional brokerage, but with great savings to you.

**\* With our 1% listing plan, the seller(s) agree to use NuWay as the selling (buyer) brokerage for their new home and/or refer a potential buyer.**

# A New Business Model

With **List-It Yourself with NuWay**, the transaction is divided into a listing side and a selling side, with fees that you control associated with each.

- ▶ FYI- In the traditional listing agreement, you're contracting with the listing brokerage who either earns the entire fee (**usually 6%**) or shares the fee with the selling brokerage, with 3% going to each side. And both sides are more than happy to do just that.
- ▶ List-It Yourself with NuWay is **selling broker protected**, which means that agents/brokerages will be compensated as specified on the MLS for procuring a ready, willing, and able buyer.

# List-It Yourself with NuWay (Broker-Managed Plan)

## Listing Side Fees

- ▶ **Listing Fee- \$699** - Due to activate the plan and non-refundable, paid at closing or on the cancellation of the listing by either party.
- ▶ **Listing Services-** To handle all aspects of the sale of your home, NuWay charges a listing service fee of 1% of the selling price (with a minimum of **\$2500**) which is due at closing.
- ▶ **FYI-** You are purchasing services to list, market, and sell your home, plus NuWay handles all aspects of the transaction through closing for a reduced fee.

## Selling Side Fees

- ▶ Typically **2.5 to 3%** of the selling price of the home, depending on who brings the buyer.
- ▶ FYI- The selling side fee could also be a flat fee or even zero if the seller produces the buyer without an agent/brokerage involved.

# The List-It Yourself Plan Includes:

- ▶ A listing on the **Central Mississippi MLS**, which is then syndicated to 47 third party internet real estate websites through **ListHub**; Zillow, Trulia, Realtor.com, BuyinMS.com, and more, plus on the IDX feeds of many local agents and brokerages websites, increasing the exposure of your home to many more buyers. The listing is also promoted on all NuWay marketing sites and to NuWay contacts. Your listing is managed on the MLS by NuWay.
- ▶ Up to **25 photos** of your home to be included on these sites.
- ▶ A **single property website** with the address of the home as a unique URL; such as [www.115warriorlaneclinton.info](http://www.115warriorlaneclinton.info).

- ▶ A professional, digitally interactive, **List-It Yourself with NuWay yard sign**. Anyone can access up-to-date information about the home, including photos and price by going to <http://nuwayhomes.nuway.ms>
- ▶ A **Supra iBox BT Lockbox** which uses Bluetooth technology, where only licensed agents have digital access through their mobile device to the keys to your home for previews and showings.
- ▶ Showing automation where NuWay takes all the texts and calls from buyers or agents and schedules the showings of your home. We also use **Showingtime** for the MLS which enables us to automatically schedule showing requests from agents/brokers through the MLS.
- ▶ We use **dotloop**, an online workspace that connects everyone and everything needed to complete a real estate transaction in one place. dotloop allows you and your agent to edit, complete, sign and share documents without ever needing to print, fax or email.

# If You Bring the Buyer

- ▶ If you find the buyer without an agent/brokerage involved, **you pay no selling commission.**

Let's repeat that, because it's something you will only hear from NuWay:

**If you find the buyer without an agent/brokerage involved, you pay no selling commission.** Advantage Nuway!

- ▶ FYI- On a \$300,000 sale, you **save \$7500 (at 2.5%) or \$9000 (at 3%)** or whatever the selling commission is designated to be.
- ▶ FYI- When you sign an **Exclusive Right to Sell Listing Agreement**, you are contracted to pay the listing brokerage the selling commission even if you find the buyer. NuWay uses an **Exclusive Agency Listing Agreement.** Advantage NuWay!

# If a Brokerage Brings the Buyer

Other brokerages, including NuWay, work to bring you a ready, willing, and able buyer and earn the selling commission for doing so.

- ▶ Over 1800 local agents/brokers have access to your listing right from the MLS and they will work hard to find you a buyer and earn the generous selling commission.
- ▶ This is NuWay's number one job in the List-It Yourself plan; to find a buyer for your home. *You list it, we'll sell it.*

# NuWay Unbundled Services

Choose additional listing services as needed:

- ▶ Pre-listing consultation
- ▶ Comparative Market Analysis
- ▶ Pre-listing appraisal
- ▶ Pre-listing home inspection
- ▶ Professional HD photos
- ▶ Matterport 3D Showcase
- ▶ Drone photography
- ▶ Home staging or virtual staging
- ▶ Open houses
- ▶ Private showings
- ▶ Contract review & consultation
- ▶ Contract negotiations
- ▶ Managing the transaction from contract through closing
- ▶ Additional paid advertising

\* Some of the unbundled services are **FREE** and already included in the List-It Yourself plan.

# Finally, New Options for Home Sellers!

- ▶ **Technology, especially the internet and mobile devices**, has made it easier to bring buyers and sellers together and has also made the real estate agent/broker's job much easier than it once was. Remember the MLS Book, land-line phones, fax machines, chasing people down to sign documents, snail mail, just to name a few?
- ▶ It's time for **new options** for sellers, new options in what has traditionally been a one-option industry.
- ▶ And NuWay has these new options, **NuWay options**, *designed especially for you.*

# How Much Can You Save with List-It Yourself?

Here are three ways you can save using an example of home selling for \$300,000:

**Example #1**- An agent/brokerage (other than NuWay) found the buyer and you paid 2.5% to them for doing so.

**Listing Side Fees**- \$699 plus 1%\* (\$3699) (\*Minimum of \$2500 + \$699)

**Selling Side Fee**- 2.5% (\$7500).

**Total fees**- \$11,199

**Your Savings with Nuway vs. the 6 Percenters**- **\$6801**

**Advantage NuWay!**

## How Much Can You Save with List-It Yourself?

**Example #2-** NuWay brings the buyer.

**Listing Side Fees-** \$699. The 1%\* listing service fee is waived. (\$699)

(\*Minimum of \$2500)

**Selling Side Fee to NuWay-** 3%- (\$9000).

(Dual Agency Confirmation)

**Total Fees-** \$9699

**Your Savings with Nuway vs. the 6 Percenters-** **\$8301**

**Advantage NuWay!**

## How Much Can You Save with List-It Yourself?

**Example #3-** The seller brings the buyer with no **agent/brokerage involved**.

**Listing Side Fees-** \$699 plus 1%.\* (\$3699) (\*Minimum of \$2500)

**Selling Side Fees-** 2.5% selling side fee is **waived**.

1% fee for representing the buyers (\$3000).

(Dual Agency Confirmation)

**Total fees-** (\$6699).

**Your Savings with Nuway vs. the 6 Percenters- \$11,301**

**Advantage NuWay!**

# Fee Schedule Summary

Using an example of home selling for \$300,000

Who Brings the Buyer?	Listing Side Fees * All 1% fees are minimum of \$2500	Selling Side Fees	Total Fees The 6 Percenters will charge you \$18,000	Savings to the Seller
#1 – Agent/ Brokerage other than NuWay	\$699 plus 1%* \$3699	2.5% \$7500	\$699 plus 3.5% \$11,199	\$6801
#2 - NuWay	\$699 1%* listing services fee waived \$699	3% \$9000	\$699 plus 3% \$9699	\$8301
#3 – Seller(s)	\$699 plus 1%* \$3699	1%* selling services fee to buyer \$3000	\$699 plus 2%* \$6699	\$11,301

# How to Get Started with NuWay

1. Fill out and submit our “**Getting Started with NuWay: List-It Yourself**” webform.
  - ▶ Choose your plan, contact info, listing details.
2. Complete and submit **Property Condition Disclosure Statement** (PDCS).
  3. Submit **pictures** of the interior and exterior of your house.
4. Review paperless documents and sign electronically with **Dotloop**.
  - ▶ Working with a Real Estate Agent. Exclusive Agency Listing Agreement with/List-It Yourself Addendum.
5. Review **Unbundled Services**.

# Advantage NuWay!

- ▶ It's time for new options for sellers!
- ▶ It's time to get your home seen, sold, and save thousands.
  - ▶ It's time to take the NuWay advantage!
- ▶ It doesn't have to cost you so much to sell your home.
- ▶ Just **say no to the 6 percenters** and call NuWay today!

***After all, it's your money!***

***Rick Clarke, Broker-Owner (MS License B-21799)***

**[www.NuWay.ms](http://www.NuWay.ms)**

