

How Does List-It Yourself with NuWay Work?

THE NEW WAY TO LIST, MARKET, AND SELL YOUR HOME

(07/19)

List-It Yourself with NuWay

- ▶ With NuWay, we've created a 21st century real estate company, breaking away from the way things have always been done. It's a hybrid where the traditional real estate brokerage meets the FSBO, with desirable characteristics of each. It provides great opportunities for sellers to save and brokers/agents to earn.
- ▶ We do things differently just for you, with a model utilizing tools, technology, and reduced fee price incentives on the listing side of the transaction to help simplify and expedite the home selling process.
- ▶ All parties, the seller, NuWay, and thousands of agents from local brokerages in Central Mississippi are actively involved in finding a *ready, willing, and able buyer* for your home.

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, trying to find the right keys, expensive media advertising, just to name a few?
- ▶ Things have changed and it's time for **new options** for sellers. New options in what has traditionally been a *one-option* industry.
- ▶ **List-It Yourself with NuWay** is a new option, ahead of it's time and *designed especially for you*.

LIY – A New Business Model

- ▶ **List-It Yourself with NuWay**, divides the transaction into a listing side and a selling side, with savings for the seller on each side.
- ▶ We reduce the fees on the listing side *with an agreement to represent the sellers in the purchase of their new home*. It also encourages repeat business and referrals for NuWay.
- ▶ List-it Yourself with NuWay is *broker protected*, meaning that they are compensated with a market value commission when producing a buyer. The *minimum selling side commission of 2.5%* for cooperating brokers/agents; much like commissions paid on many other listings.
- ▶ The seller has the opportunity to produce the buyer without a broker/agent involved and *save the selling side commission*.
- ▶ NuWay also works to bring the buyer.

Listing Side and Selling Side Fees

We believe it shouldn't cost you so much to list and sell your home.

Listing Side Fees

- ▶ **Listing Fee- \$699** - Due to activate the plan and non-refundable; paid at closing.
- ▶ **Listing Services-** NuWay handles all aspects of the sale of your home from listing through closing for a fee of just **1%*** of the selling price (with a minimum of **\$2500**) which is also due at closing.

Selling Side Fees

- ▶ Agents/brokerages, including NuWay, will be compensated as specified on the MLS for finding a *ready, willing, and able buyer*.
 - ▶ Fee is a minimum of **2.5%** of the selling price of the home; paid at closing.

If a Brokerage Brings the Buyer

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

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

If the Seller Brings the Buyer

- ▶ If you, the seller, finds the buyer without an agent/brokerage involved, you pay no selling side commission; a savings of an additional 2.5%.

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

- ▶ If you, the seller, find a buyer without an agent/brokerage involved, **you pay no selling side commission!**

You only pay the listing side fees; 1%* plus \$699.

Advantage Nuway!

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** for each home to be shared in a variety of ways.

The List-It Yourself Plan Includes:

- ▶ A professional, digitally interactive, **List-It Yourself with NuWay yard sign**. Anyone can access up-to-date information about the home, including photos price, and status, by going to <http://homes.nuway.ms> and clicking on the address.
- ▶ A **Supra iBox BT Lockbox** which uses Bluetooth technology, where only licensed agents have digital access through their mobile devices to the keys to your home for previews, showings and final walk-throughs.
- ▶ 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.

The List-It Yourself Plan Includes:

- ▶ For transaction management and electronic signings, we use **dotloop**, an online workspace that connects everyone and everything needed to complete a real estate transaction in one place. This form of transaction management, buyers, sellers, and agents go to the documents instead of documents having to be sent to all.
- ▶ **dotloop** allows you to sign and/or complete documents on the go without ever needing to print, fax, scan, or email. If you choose to create a free dotloop account, it will also function as secure storage for your important documents.
- ▶ It is similar to other cloud-based services, allowing you access to your account, and everything in it, from virtually anywhere. No more chasing down signatures!
- ▶ Tutorial: Your first signing: dotloop.nuway.ms

NuWay Unbundled Services

Add to your plan as needed

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. Others are at the seller's expense, only when they want them, but especially when they need them.

Ask you agent for prices.

Three Ways to Save with LIY

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

Advantage NuWay!

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

How to Get Moving with NuWay

Just fill out and submit our "[Getting Moving with NuWay](http://getmoving.nuway.ms)" webform and we'll contact you for a no obligation consultation in your home and get you moving! <http://getmoving.nuway.ms>

Just say no to the 6 percenters. After all, it's your money!

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Buying? Finding your first or next home in Central Mississippi just got easier!

[HomeSearch by NuWay](#)

Simple Steps. Simply Results. The Smarter Home Search.