



Robert Climer

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EZ LEAD SKILLS WORKSHOP

How to Run a Perfect Bidding Event



**EZ
Real Estate
Offer**

A Perfect Bid Event



The Perfect Bidding Event Will Start when Listing is Live on MLS

- Price Price Price **(6-10% Below Market Value when Using Buyer's Premium.)**
- EZ Addendum Signed by You and Your Sellers posted in Supplements
- Michelle is on Call for Selling Agents
- She Helps Buyers or Agents Register
- Explains the Process to Both Agent and Buyer
- Buyers Premium Added to Final Bid Price
- Concessions if any Get Added on to Final Sales Price If Any Timelines
- Bid Increments **(Rule under \$200,000 use \$1,000 Increments on up from there.)**
- Last Minute Extensions **(2 Minutes get added on when bid is made last second)**
- Notifications with Every Bid **(Checking Junk Folders or Your Company Folders)**
- Copy Listing Agent on Details
- Setting Bidding Capacity **(6% below what they can bid up to.)**
- Once Bidding Event Ends Agent Receives MLS PSA within 24 Hours
- Now it's Just a Regular Real Estate Transaction
- Send Mutual to Michelle and Title Company
- Michelle Sends Title Company Invoice for EZ Real Estate Offer

EZ Real Estate Offer Addendum

Seller Name Alan Hazard
 Seller Name Joy Hazard
 Address 37235 W Lake Walker Dr SE
 City/State/Zip Enumclaw WA 98022

Listing Price shall be \$389,000

The Seller(s) agree that the property is for sale online using the Bidding platform
 www.EZREOffer.com owned and operated by USA Home Buyer Auctions LLC DBA EZ Real Estate
 Offer INC, With the starting bid of \$390,000

- (1) Seller reserves the right to accept, counter or reject any bid.
- (2) Bidding ends on DATE and TIME APRIL 8TH 5:00 PM
- (3) Buyers Premium shall be 6% and collected from the buyer and used to compensate the Realtors in this transaction. The sellers agree to a 6% buyer's premium (added to the final bid price). The Buyer's Premium will be added to the winning bid amount which shall establish the final Sales Price.
- (4) all commissions to be paid from the **Accepted Bid Price**.
- (5) If the sellers accept the winning bid, this listing contract shall extend up to the close of escrow.
- (6) If the sellers accept the winning bid, the winning bidder will have 48 hours to send and sign an MLS Purchase Contract and submit their earnest money to the escrow company.

Authentic <u>Alan Hazard</u> 03/30/2021 2:44:00 PM PDT Seller	03/30/2021 Date
Authentic <u>Joy Hazard</u> 03/30/2021 6:25:11 PM PDT Seller	03/30/2021 Date
Authentic <u>Timothy Atkins</u> 04/06/2021 10:51:17 AM PDT Buyer	04/06/2021 Date
Authentic <u>Keramica F. Atkins</u> 04/06/2021 10:51:03 AM PDT Buyer	04/06/2021 Date
Authentic <u>Robert Obi</u> 03/29/2021 10:51:03 AM PDT Listing Real Estate Agent	3/29/2021 Date
Authentic <u>Sharlene Ward</u> 04/06/2021 10:51:03 AM PDT Selling Real Estate Agent	04/06/2021 Date

EZ Addendum



EZ ADDENDUM

FILLING IT OUT

SELLERS NAME
ADDRESS

LISTING PRICE

STARTING BID PRICE
SAME AS LISTING PRICE

EVENT END DATE AND TIME

READ TERMS TO SELLER
SELLERS SIGNATURE AND DATE

POST IN SUPPLEMENTS

USE PARTNER TITLE COMPANY

Listing #	1749191	37235 Wake walker Dr SE , Enumclaw 98022	STAT:	Sold	LP:	\$389,000
County:	King	LT:	BLK:	CMTY: Lake Walker	PRJ:	
 Type: Residential AR: 380 MAP: 3421079043 DD: East on Veggie Cumberland road. Right on Lake Walker road, right on SE Lake Walker Road. Left on West Lake Walker Dr SE. Home is on the left, behind CDOM: 4 OLP: \$389,000 SP: \$470,999 FIN: Conventional LD: 03/31/2021 XD: 06/30/2021 OMD: 04/06/2021 SLDT: 05/07/2021						
LAG: Mona London (103443) PH: (206) 260-8997 (Cellular) FAX: Email: mlondont@gmail.com LO: RXB Realty (5375) PH: (206) 650-4242 SOC: 2.5 Cmnts: See Remarks CLA: Robert Climer (103298) PH: (360) 286-3163 GLO: RXB Realty PTO: Yes F17: Provided OTVP: Owner OGC: Owner OWN: Alan Hazard OPH: (253) 670-6196 KEY: Appointment, Call Listing Office, MLS Keybox, ShowingTime PTS: (253) 670-6196 GAD: Enumclaw POS: Closing TRM: Cash Out, Conventional, FHA, USDA HOD: \$15 TXS: \$4,650 TCY: 2020 SNR: No MOR:						
SFF: 2,200	SFU:	ASF: 2,200	SFS: Owner	Community Feet:	SPA:	SAA: AFH:
SO: RE/MAX Integrity (3383) PH: (253) 852-4680 Seller Concess: No Right of First Refusal: No						
BR: 3	BOA: 3	BTH: 2.00	FBT: 2	GBT: 0	HBT: 0	FP Tit: 1
TOF: BR: 0 0 3 VIEW: Territorial LBF: 45,609 FUL: 0 0 2 WFT: L82: 3/4: 0 0 0 LTV: Terraces WFG: 1/2: 0 0 0 LDE: Open Space POL: FP: 1 SIT: Cable TV, Deck, Fenced-Partially, High Speed Internet, Propane, RV Parking						
Entry	Main	GR: Driveway Parking	YBT: 1977	GAR: 0	STY: 14 - Split Entry	
Living Room	Main	BLD:	NC:	FND: Post & Pillar, Poured Concrete		
Great Room	Split	BDI: Built On Lot	ARC: Cabin			
Dining Room	Main	BDC: Good	RF: Composition			
KIt + Eat Spo	Main	EXT: Cement Planked, Cement/Concrete	BSM: Daylight			
Bonus Room	Upper	MHM:	MHS:	MHN:		
Den/Office	Lower	ENS: Electric, Propane	HTC: Central A/C, Forced Air			
Bonus Room	Lower	WHT: Electric Heat Pump	L8D:	FLS: Slate, Vinyl, Vinyl Plank, Wall to Wall Carpet		
Primary Bedroom	Upper	FEA: Ceiling Fan(s), DM Pane/Storm Windw, Dining Room, Skylights, Vaulted Ceilings, Walk-In Closet				
Utility Room	Main	APS: Dishwasher, Dryer, Garbage Disposal, Microwave, Range/Oven, Refrigerator, Washer				
WAS: Shared Well	WAC: Community Well	SD: Enumclaw	EL: Buyer To Verify			
SAR: Septic	SAC: Septic	JH: Buyer To Verify	SH: Buyer To Verify			
Green Cert:	POC: PSE and Cenex Pn	BUS:	BUS RTE:			
Zoning Jur: County	Zoning Code: SFR	3rd Party Aprvl Req: None	Bank/REO Owned Y/N: No			
Built Green:	HERS Score:	EPS Score:	LEED:			
NWMLS Cert:	Gratrot Mthdc: Standard Frame					

Agent Only Remarks: Enter 2nd drive nr mailbox. Key on side dr, Rt Side of hse Opens FRONT dr. Main roof newer. Newer windows lifetime werty.(upstns) Seller had plan for garage front of hse, Buyer to verify. Shared Well. Freezer stays. Palm tree, bench&2 pots go w/seller. Sold As-Is Occal Call Listing Agent, TIE Alicia Stewart Title. Offers made thru EZREOffer, See Offer tips and instruc in Supp or call Michelle (800)231-4658. Your buyer can see all bids, Show 11-7 Online Bidding Ends Monday April 5th at 6:00PM.

MLS Detail Sheet



Agent Remarks

- Use your Partner Title Company
- Offers Made through www.ezreoffer.com
- Tips and Instructions are in Supplements
- or Call You and/or Michelle
- All Bids can be seen by all parties
- Online Bidding Event Ends
- April 8th at 5:00pm

Rare find in coveted Lake Walker
3 Bed 2 Bath 2260 Sq Ft 1 Acre
37235 W Lake Walker Dr. SE
Enumclaw WA
Starting Bid: \$389,000

SOLD: \$451,500



EZ Site



Your Listing on EZ

- Unlimited Photo and Video's.
- Map
- House Details
- Bid Price Accepted = SOLD PRICE

Type
House

Bedrooms
3

Bathrooms
2

Sq Ft
2260

Lot Size
45609

Year Built
1977

Selected Bid
\$451,500

Place your bid (in USD)

+

-

Place Bid

↺

Login

BIDDING CLOSED

April 5, 2021

Bid History

22 Bids

Bidder Name	Bid (\$USD)	When
homesbystar	451500	4/5/2021
frazierbuyshome	450000	4/5/2021
homehunter	447000	4/5/2021

< Page 1 of 1 >

Contact Agent

RXB Realty
Mona London
mlondonlv@gmail.com
(206) 290-8097

EZ Addendum



EZ Final Bid

- Listed Price \$389,000
- First Bid was \$410,000
- Seller Accepted Bid \$451,000
- 22 Bids
- Bid Event Extended 27 Minutes
- Owner wanted to Accept 1st Bid
- Notice Contact Agent, will be Your Name

Form 21
Residential PSA
Rev. 3/21
Page 1 of 6

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ALL RIGHTS RESERVED

RESIDENTIAL PURCHASE AND SALE AGREEMENT
Specific Terms

1. Date: April 05, 2021MLS No.: 1749101Offer Expiration Date: 4/7/2021

2. Buyer: Timothy AitkinsVeronica F AitkinsA married couple

3. Seller: Alan HazardJoy Hazard

4. Property: Legal Description attached as Exhibit A. Tax Parcel No(s): 3421079043
37235 W Lake Walker Drive SEEnumclawKing98022

5. Included Items: ☒ stove/range; ☒ refrigerator; ☒ washer; ☒ dryer; ☒ dishwasher; ☐ hot tub; ☐ fireplace insert; ☐ wood stove; ☐ satellite dish; ☐ security system; ☐ attached television; ☐ detached speaker(s); ☒ microwave; ☐ generator; ☒ other ~~garbage disposal~~

6. Purchase Price: \$ 478,590.00Four Hundred Seventy-Eight Thousand Five Hundred Ninety Dollars

7. Earnest Money: \$ 5,000.00☐ Check; ☐ Note; ☒ Wire; ☐ Other
Delivery Date 2 days after mutual acceptance; to be held by ☐ Buyer Brokerage Firm; ☒ Closing Agent

8. Default: (check only one) ☒ Forfeiture of Earnest Money; ☐ Seller's Election of Remedies

9. Title Insurance Company: Stewart Title Insurance Company

10. Closing Agent: Stewart Title & EscrowAlicia

11. Closing Date: 5/6/2021; Possession Date: ☒ on Closing; ☐ Other

12. Services of Closing Agent for Payment of Utilities: ☒ Requested (attach NWMLS Form 22K); ☐ Waived

13. Charges/Assessments Levied Before but Due After Closing: ☐ assumed by Buyer; ☒ prepaid in full by Seller at Closing

14. Seller Citizenship (FIRPTA): Seller ☐ is; ☒ is not a foreign person for purposes of U.S. income taxation

15. Agency Disclosure: Buyer represented by: ☒ Buyer Broker; ☐ Buyer/Listing Broker (dual agent); ☐ unrepresented
Seller represented by: ☒ Listing Broker; ☐ Listing/Buyer Broker (dual agent); ☐ unrepresented

16. Addenda: 22A(Financing)22D(Optional Clauses)22J(Lead Disclosure)22K(Utilities)
22SKC(King Septic)22T(Title Contingency)35(Inspection)

EZ Addendum

Authentign

Timothy Aitkins

04/06/2021

Buyer Signature

04/06/2021 1:51 AM PDT

Veronica F Aitkins

04/06/2021

Buyer Signature

04/06/2021 12:16 AM PDT

22650 186th Avenue SE

Buyer Address

RentonWA98058

City, State, Zip

(206) 255-6091

Buyer Phone No.

VAitkins@comcast.net

Buyer E-mail Address

RE/MAX Integrity3383

Buyer Brokerage Firm

Starlene Ward69373

Buyer Broker (Print)

(253) 852-4680(206) 300-4400(253) 852-0306

Firm Phone No.Broker Phone No.Firm Fax No.

office@remax-integrity.com

Firm Document E-mail Address

Star@HomesByStar.com

Buyer Broker E-mail Address

10251024428

Buyer Broker DOL License No.Firm DOL License No.

Authentign

Alan Hazard

04/06/2021

Seller Signature

04/06/2021 3:38 PM PDT

Joy Hazard

04/06/2021

Seller Signature

04/06/2021 3:41:29 PM PDT

Seller Address

City, State, Zip

(253) 670-6196

Seller Phone No.

Seller E-mail Address

RXB Realty5375

Listing Brokerage Firm

Mona London102443

Listing Broker (Print)

(206) 650-4242(206) 290-8097

Firm Phone No.Broker Phone No.Firm Fax No.

brett@allamericanrealty.com

Firm Document E-mail Address

mlondonlv@gmail.com

Listing Broker E-mail Address

11869121005872

Listing Broker DOL License No.Firm DOL License No.

PSA



PSA Details

- Listed Price \$390,000
- Seller Accepted Bid \$451,000
- Add 6% Buyers premium
 $\$451,000 \times 6\% = \$27,060$
- PSA Sold Price \$478,590
- Now it's a Traditional Transaction
- Lenders only see this
- Real Working Closed Transaction

Lender:	Guaranteed Rate, Inc. 23220 Maple Valley Hwy SE, Ste 12, Maple Valley, WA 98038
Settlement Date:	5/6/2021
Disbursement Date:	5/7/2021

Seller			Description	Borrower		
P.O.D.	Debit	Credit		P.O.D.	Debit	Credit
			Deposits, Credits, Debits			
		\$471,622.00	Sale Price of Property		\$471,622.00	
			Deposit			\$4,000.00
			Subordinate Financing Proceeds			\$18,320.00
			Lender Credit from Guaranteed Rate, Inc.			\$122.00
			Buyer Deposit from Timothy A. Atkins			\$1,240.00
			Prepayments			
		\$718.67	County Taxes 5/7/2021 to 7/1/2021 @ \$4,768.37/Year		\$718.67	
		\$248.52	Utilities (Paid) 5/7/2021 to 5/1/2021		\$248.52	
			Payouts			
	\$127,624.00		Payout of first mortgage loan to Bank of America Principal: \$127,624.00			
			Commissions			
	\$11,267.50		Real Estate Commission to FCB Realty			
	\$11,267.50		Real Estate Commission to PCMAX Integrity			
	\$4,510.00		Auction Fee to USA Home Buyers Auctions LLC			
			New Loans			
			Loan Amount			\$464,581.00
			Appraisal Fee to Sigma Appraisal		\$200.00	
			Credit Report to Factual Data		\$25.00	
			State Housing Program Fee to WSHPC		\$40.00	
			Undisclosed Debt Report to Factual Data by CAC		\$40.00	
			Lender Fees to Guaranteed Rate, Inc.		\$1,340.00	
			Tax Service to Tax Service Fee		\$85.00	
			Prepaid Interest (\$7.2800 per day from 5/7/2021 to 5/1/2021)		\$1,400.00	
			Homeowner's Insurance Premium (12 mo.) to State Farm		\$1,160.00	
			Homeowner's Insurance \$95.67 per month for 4 mo.		\$386.68	
			Property Taxes \$387.45 per month for 4 mo.		\$1,550.80	
			Application Fee to Guaranteed Rate, Inc.		\$100.00	
			Title Charges			
			Title - Lender's Title Insurance to Stewart Title Company		\$840.00	
	\$1,124.00		Title - Owner's Title Insurance to Stewart Title Company			
			Title - ALTA 20-06 Location 4-17-06 Endorsement(s) to Stewart Title Company			
			Title - ALTA 5-06 Planned Unit Development 2-3-16 Endorsement(s) to Stewart Title Company			

Closing Statement



Commissions Paid

- Total Commissions Added \$27,060
- 1% to EZ Platform \$4,510 (Subtracted)
- Commissions to Split \$22,550
- Each Agent received \$11,275
- Michelle Sends Title Company Invoice to reflect EZ and Collect EZ Fee

EZ FEES

\$1,500 - \$5,000 CAP



Open Houses Can Produce Leads

**6-10% Below Market Value will
Produce More Buyers.**

MORE BUYERS MORE OFFERS



- Have a Check In Table
- Be Prepared for MORE BUYERS
- Talk to Your Strategic Lender about a Loan Officer Pre-Qualifying on Site
- Invite Neighbors for a Private Time, usually 1-2 Hours Before Public
- Have Food and Water for Neighbors
- Make sure you have Help with Other Agents!
- Put Up Open House Riders 2 Days Before
- Have a Seller and Buyer's Guide Available to Give.
- Don't be Overwhelmed with Buyers
- Have FUN



THINGS YOU SHOULD KNOW!



WHY NO BIDS
BUYER'S PREMIUM
BID INCREMENTS
BID TIME EXTENDED
GET A PRE-LIM TITLE REPORT
WHO BIDS?
MARKETING IDEAS



EZ
Real Estate
Offer



PARK CITY, UT

Luxury Ski & Golf Chalet with Mountain Views

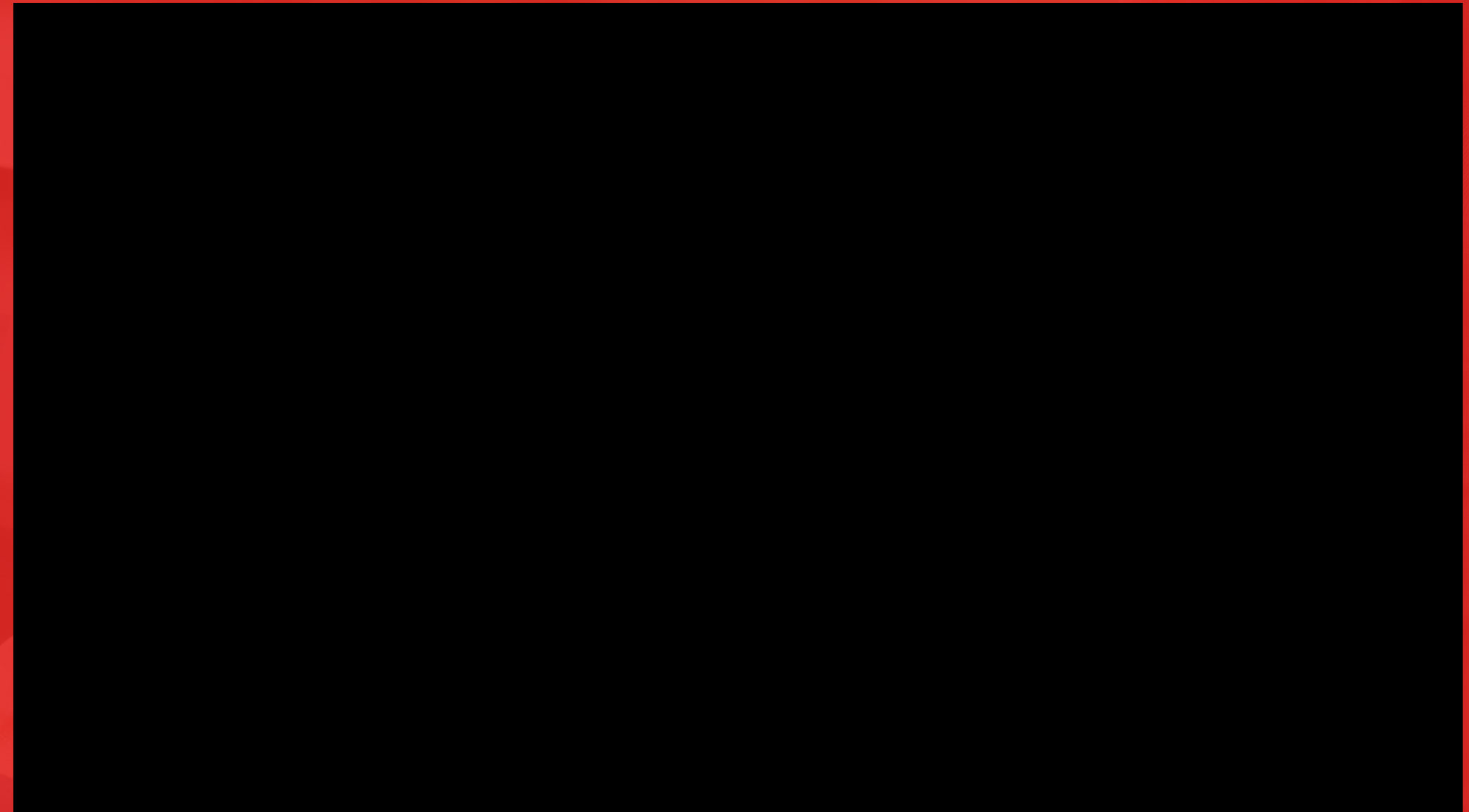
FILMS GALLERY FEATURES

Auction Results

-  Bidding Closed | Sale Pending
Price will be available upon closing
-  Mar 10, 2023
-  Online Marketplace

Fees & Commission

-  Buyer's Premium ⓘ
12%
-  Co-broke Commission ⓘ
3%



EZ PLATFORM WAS FIRST