



BERKSHIRE HATHAWAY | PenFed Realty  
HomeServices

A member of the franchise system of BHH Affiliates, LLC

# Seller FAQs

## **Q: What experience does SNC Group have selling residential properties?**

A: SNC Group has several Realtors on staff. As a team, we have bought or sold over 105 properties in the Wichita area.

## **Q: Who is SNC Group's broker?**

A: Our broker is Patty Sanders of Berkshire Hathaway HomeServices PenFed.

## **Q: What fees can I expect?**

A: Standard seller fees include title insurance (~\$245), closing fees (~\$400 based on your homes value), 3% for brokerage listing fee (pay your broker/agent), 3% for brokerage selling fee (pay buyer's broker/agent), property taxes due, home warranty (if offered), and possibly additional fees. We will provide a "Seller's Net Estimate" form when we discuss listing your home.

## **Q: Will you take quality pictures of my property?**

A: We hire one of the best residential photographers in town! We pay for this expense so you don't need to expect it as one of your fees.

## **Q: Will you stage my property?**

A: We have several supply closets with simple, beautiful items that we can utilize in your home if desired. This is also a free option that we provide to you.

## **Q: Where will my listing be seen?**

A: Your listing is listed on the MLS and can be seen on all the major websites including Zillow.com, Realtor.com, etc. We publicize your listing on SNC Group's social media accounts including Facebook, Instagram, LinkedIn, and Twitter. We also create a New Listing flyer and share it with over 300 local Berkshire Hathaway HomeServices PenFed agents.

## **Q: What type of offers could I receive?**

A: You can choose whether to accept conventional, cash, VA, or FHA offers. We can walk through what each of these might entail when we create the listing agreement.

## **Q: Do I have to provide a home warranty?**

A: This is an optional offering. Sometimes seller's will offer this up-front and other times a seller will offer it during negotiations. We do ask that all clients fill out a "Seller's Property Disclosure".

**Q: What kind of documents should I expect to sign?**

A: Standard documents might include: BRRETA disclosure, Wire Fraud Advisory, Listing Agreement, Property Tax Acknowledgment, Seller's Net Estimate, Seller's Property Disclosure, Sales Contract, Final Walk Through and Property Acceptance, Inspection Amendment, etc. Then you will need to sign more documents with the closing company!

**Q: What happens when I get an offer?**

A: Once you get an offer, you can counter-offer or accept. Most of the time, there will be a few counter-offers between the buyer and seller. We recommend that all this negotiation takes place on the Contract itself. Your agreement will be official when both parties have signed the final "Contract for Purchase and Sale of Real Estate".

**Q: What happens after a contract is signed?**

A: The buyer will typically have an inspection and appraisal performed. The inspection report will show items that need repaired on your house. Since SNC Group has licensed General Contractors on staff, we can give you estimates of what each item will cost before you agree to or counter on the inspection requests. Then, our maintenance and remodeling crews can complete all the items that need completed. If there is an item that requires a specialist, we have relationships with the best companies in town and will coordinate those appointments for you.

**Q: What happens after inspection and appraisal?**

A: The title company will complete all the closing paperwork and send it to you several days in advance for review. You can e-sign all your documents if that is easiest for you!

**Q: Can you describe what is your #DreamPath program is just a few words?**

A: Our #DreamPath option allows us to guide you through the process of optimizing and selling your current home while at the same time buying and remodeling your dream home.

**Q: Why is the SNC Residential team the best choice for me?**

A: We have several things that differentiate us. We have in-house remodeling crews to help optimize your home value. These crews can also help remodel your new home into your dream home. We have an experienced team of Realtors and a trusted broker. We offer free professional photos and simple staging. We can take care of any inspection items. And, we love giving our clients an easy and enjoyable experience!



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