



**AGENT TRAINING
ZOOM MEETING**

Tuesday, September 15th 2020

7:30pm – 8:00pm

AGENDA

7:30pm – Agent Sharing

7:38pm – Upcoming Classes for CE

7:40pm – Forms Checklist

7:50pm – Common Questions on 1-4 Family

7:58pm – Comments / Questions

7:30pm

Agent Sharing

Please prepare a story, idea, news or article about real estate that you feel would benefit the rest of us. If you have a new listing, buyer or closing that recently happened or will happen in the next 30 days let us know.

New Listing

New Buyer

Closing

Area News

New Business In The Area That Will Be Opening

Real Estate Article Of Interest That You Read

Personal News You'd Like To Share

7:38pm

SETH Programs-What's New?

LOCATION

<https://zoom.us/join/zoom/register/tJERduioqilrGtyPAAvrbKUwZvwxnM-3fw>

DATE AND TIME

09/16/20 10:00am - 09/16/20 11:30am

No CE, Great Info! Seth 5 Star, SETH Goldstar

Must Register Below

Seth Down Payment Program Updates, New Larger Income Limits, Customized flyers and Social Media Posts

Click Here to Register for SETH

VA Loans Made Simple

LOCATION

South Land Title Clear Lake office, 1300 Hercules, Ste 115 (social distancing, limited seating)

DATE AND TIME

09/16/20 1:30pm - 09/16/20 2:30pm

What you need to know to help VETS. Credit tips too! No CE, Great info from loan officer John Wren. Must RSVP

RSVP

Investing 101

LOCATION

South Land Title Clear Lake office, 1300 Hercules, Ste 115

DATE AND TIME

09/17/20 1:30pm - 09/17/20 2:30pm

Wholesale flipping, bring your questions. No CE, No charge, Courtesy of Nathan Haley, Investor/Realtor. Must RSVP, Limited Seating

RSVP



Yvonne Grayson

832-620-3023

ygrayson@texantitle.com

Business Development

Clear Lake-1300 Hercules

Pasadena-6021 Fairmont



Understanding TWIA

LOCATION

Virtual

DATE AND TIME

09/22/20 10:00am - 09/22/20 1:00pm

3 hrs CE, \$20, Instructor Leslie Swan.

Register Below

Register for TWIA CE Class

TREC Legal 2

LOCATION

Virtual

DATE AND TIME

09/23/20 9:00am - 09/23/20 1:00pm

4 Hrs CE, \$30, Instructor Lloyd Hampton

See Below to Register

Local vs Online Lending

LOCATION

South Land Title Clear Lake office, 1300 Hercules, Ste 115

DATE AND TIME

09/23/20 1:30pm - 09/23/20 2:30pm

The difference between online and local and how to explain it to customers. Great info from NRL Mortgage. Limited Seating, Must RSVP.

RSVP For Local vs
Online Lending

Instagram, Facebook and Video Marketing

LOCATION

Virtual On line

DATE AND TIME

09/24/20 12:30pm - 09/24/20 2:00pm

No CE, No charge. Great info, Presented by Steve Black [www. REAgentclass.com](http://www.REAgentclass.com).

See below

MUD

LOCATION

Virtual On line

DATE AND TIME

09/24/20 9:00am - 09/24/20 11:00am

2 hr CE, \$20, Instructor Sue Presley.

See Below

To register email presleysue@aol.com

Please include your: Name | Trec License # | Class Name | Class Date!

Must pre-pay class fees...

QuickPay/Zelle > Benchmark MCE (use email option presleysue@aol.com)

Venmo > @BenchmarkMCE

PayPal > www.paypal.me/bmce2010

7:40pm



Do I have the forms I need?

Forms Checklist

Please make sure you are familiar with all of these forms and how to fill them out. If you have questions, please contact me and I'll be happy to go over them with you via a ZOOM meeting

SELLER	FORM	BUYER
	Information About Brokerage Services	
	Listing Agreement or Buyer's Representation Agreement	
	1-4 Family Contract (or other contract)	
	Third Party Financing Addendum	
	Seller's Disclosure Notice	
	Loan Pre-Approval Letter	
	Survey & T-47 Affidavit	
	Lead Based Paint Addendum	
	HOA (Property Owners Association) Addendum	
	MUD (Water / Utility District) Disclosure	
	Addendum Concerning Right to Terminate Due to Appraisal	
	Non-Realty Items Addendum	
	Addendum for Sale of Other Property by Buyer	
	List of updates in the home	
	Amendment (repairs, extension, price or contribution change)	
	Information About Special Flood Hazard Areas	
	Notice of Seller/Buyer Termination of Contract	
	Release of Earnest Money	
	Buyer's Walk-Through and Acceptance Form	
	Commission Disbursement Authorization (CDA)	
	OTHER	

Agent Name _____ Client Name _____

Common Questions on 1-4 Family

5. EARNEST MONEY: Within 3 days after the Effective Date, Buyer must deliver \$ _____ as earnest money to _____, as escrow agent, at _____ (address). Buyer shall deliver additional earnest money of \$ _____ to escrow agent within _____ days after the Effective Date of this contract. If Buyer fails to deliver the earnest money within the time required, Seller may terminate this contract or exercise Seller's remedies under Paragraph 15, or both, by providing notice to Buyer before Buyer delivers the earnest money. If the last day to deliver the earnest money falls on a Saturday, Sunday, or legal holiday, the time to deliver the earnest money is extended until the end of the next day that is not a Saturday, Sunday, or legal holiday. **Time is of the essence for this paragraph.**

6. TITLE POLICY AND SURVEY:

A. **TITLE POLICY:** Seller shall furnish to Buyer at Seller's Buyer's expense an owner policy of title insurance (Title Policy) issued by _____ (Title Company) in the amount of the Sales Price, dated at or after closing, insuring Buyer against loss under the provisions of the Title Policy, subject to the promulgated exclusions (including existing building and zoning ordinances) and the following exceptions:

- (1) Restrictive covenants common to the platted subdivision in which the Property is located.
- (2) The standard printed exception for standby fees, taxes and assessments.

7. PROPERTY CONDITION:

A. **ACCESS, INSPECTIONS AND UTILITIES:** Seller shall permit Buyer and Buyer's agents access to the Property at reasonable times. Buyer may have the Property inspected by inspectors selected by Buyer and licensed by TREC or otherwise permitted by law to make inspections. Any hydrostatic testing must be separately authorized by Seller in writing. Seller at Seller's expense shall immediately cause existing utilities to be turned on and shall keep the utilities on during the time this contract is in effect.

B. **SELLER'S DISCLOSURE NOTICE PURSUANT TO §5.008, TEXAS PROPERTY CODE (Notice):**
(Check one box only)

- (1) Buyer has received the Notice.
- (2) Buyer has not received the Notice. Within _____ days after the Effective Date of this contract, Seller shall deliver the Notice to Buyer. If Buyer does not receive the Notice, Buyer may terminate this contract at any time prior to the closing and the earnest money will be refunded to Buyer. If Seller delivers the Notice, Buyer may terminate this contract for any reason within 7 days after Buyer receives the Notice or prior to the closing, whichever first occurs, and the earnest money will be refunded to Buyer.
- (3) The Seller is not required to furnish the notice under the Texas Property Code.

C. **SELLER'S DISCLOSURE OF LEAD-BASED PAINT AND LEAD-BASED PAINT HAZARDS** is required by Federal law for a residential dwelling constructed prior to 1978.

D. **ACCEPTANCE OF PROPERTY CONDITION:** "As Is" means the present condition of the Property with any and all defects and without warranty except for the warranties of title and the warranties in this contract. Buyer's agreement to accept the Property As Is under Paragraph 7D(1) or (2) does not preclude Buyer from inspecting the Property under Paragraph 7A, from negotiating repairs or treatments in a subsequent amendment, or from terminating this contract during the Option Period, if any.
(Check one box only)

- (1) Buyer accepts the Property As Is.
- (2) Buyer accepts the Property As Is provided Seller, at Seller's expense, shall complete the following specific repairs and treatments: _____

(Do not insert general phrases, such as "subject to inspections" that do not identify specific repairs and treatments.)

Title Company

In paragraphs 5 & 6 **DO NOT** leave the name of the title company blank. Ask the listing agent if they have a preferred title company or add one yourself that you feel is appropriate and **NEAR THE PROPERTY**. Never list that name of the title company in MLS Agent or Public Remarks (Violation). Google the address if you don't know it and call to ask who to email it to if you were not provided the information by the listing agent

Seller's Disclosure 7B

In 7A you **MUST** check one of the boxes. Listing agents should upload the completed disclosures into the DOCS on MLS. If you are the buyer's agent look in the DOCS first and if it's not there then check the agent remarks and call the listing agent to have it emailed to you. Box 3 can **ONLY** be checked if it's a **FORECLOSURE, ESTATE SALE, or a SALE TO SPOUSE (in a divorce)**. Investors are **NOT EXEMPT** from providing a Seller's Disclosure. Make sure your client initials the bottom of **EACH PAGE** and only signs in their designated spot.

Property Condition 7D

99% of the time you will check 7D1 (As-IS). Only if the buyer has a specific request **BEFORE** the inspection would you check 7D2

Fax: ()
E-mail:

EXECUTED the ___ day of _____, 20___ (Effective Date).
(BROKER: FILL IN THE DATE OF FINAL ACCEPTANCE.)

Buyer
Seller

Execution Date

Do not enter an execution date on an unsigned contract. The contract is executed by the agent that has the contract after the last person signs (either buyer or seller). DO NOT FORGET to execute the contract after it has been signed. This is the date that every timeline in the contract is tied to.

BROKER INFORMATION (Print name(s) only. Do not sign)

Other Broker Firm	License No.	Listing Broker Firm	License No.
represents <input type="checkbox"/> Buyer only as Buyer's agent <input type="checkbox"/> Seller as Listing Broker's subagent		represents <input type="checkbox"/> Seller and Buyer as an intermediary <input type="checkbox"/> Seller only as Seller's agent	
Associate's Name	License No.	Listing Associate's Name	License No.
Associate's Email Address	Phone	Listing Associate's Email Address	Phone
Licensed Supervisor of Associate	License No.	Licensed Supervisor of Listing Associate	License No.
Other Broker's Address	Phone	Listing Broker's Office Address	Phone
City	State	Zip	

Broker Information

Always fill in BOTH sides of the Broker information page (names, phone numbers, address, email. License #) The listing agent's information will be in the MLS listing except the license #. You can look up their license # on the TREC web page.

Commission to Buyer's Agent

Don't forget to add your commission underneath the Broker Information section. Check the MLS listing to see what the commission is. It may not be 3%

Questions / Comments

