

# Property PreQual - What is it?



# Property PreQual includes:

**Inspection Report** - performed at listing.....for the Buyer!

**Preliminary Title Commitment** - contractually required

**HOA/Condo Documents** - contractually required

**Existing Owner's Title Policy** - contractually required

**Seller's Survey** - contractually required

**Municipal Lien Search** - contractually required

**Insurance Analysis** - for the Buyer's lender

**Mortgage Analysis** - accept the right offer

**Property Profile** - not required, but it's way cool


**Photography** - paid at closing

---

# Step 1

Request your account.

[www.propertyprequal.com](http://www.propertyprequal.com)

**Property PreQual** 

HOME DEMO VIDEOS CONTACT US FOR AGENTS FOR SELLERS

## Property PreQual

Many Smart Agents are using the Property PreQual to better qualify homes and sell them faster with our proven formula for success!

FEATURES OF THE PREQUAL:

<input checked="" type="checkbox"/> Inspection Report	<input checked="" type="checkbox"/> Municipal Lien Search
<input checked="" type="checkbox"/> Preliminary Title Report	<input checked="" type="checkbox"/> Insurance Analysis
<input checked="" type="checkbox"/> HOA/Condo Documents	<input checked="" type="checkbox"/> Mortgage Analysis
<input checked="" type="checkbox"/> Existing Owner's Policy	<input checked="" type="checkbox"/> Property Profile

Best of all... All fees paid at closing!

Sign up today and start selling homes faster!

Your Name

Email Address

Phone Number

Next Step

By signing up you agree to the [Terms of Service](#).

You can see more by accessing your [Partner Dashboard Here](#)

## Step 2 - broadcast on social media that you offer an exclusive service

Social Media post provided in agent resources drive.

### PROPERTY PREQUAL - GETS YOU MOVING

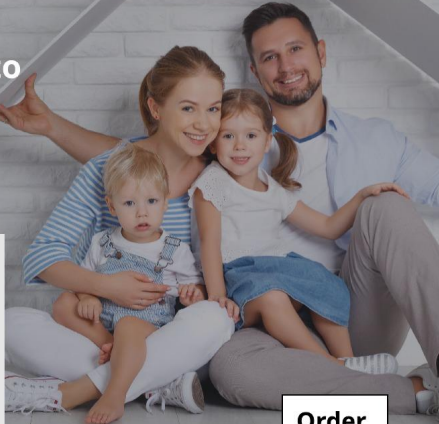
the solution that  
every seller needs to  
get your home sold  
in record time

WITHOUT:

- Contract loopholes
- Inspection surprises
- Negotiations after contract
- Price reduction requests
- Unexpected repairs
- Unknown liens
- Title problems
- 45 days of waiting to close

Order  
Yours  
Today

No surprises = no unexpected road blocks between contract and closing day.



## Step 3 - Get the Listing Appointment



# Property PreQual - How do I sell the seller?



## **The Listing Appointment** - use the Property PreQual to offer an exclusive service

- Only available to select agents
  - Designed to limit days on market
  - New tool in your tool kit
  - Differentiates your listing from others in the neighborhood
-

## **The Listing Appointment** - make your presentation digital

- Request the Property Profile prior to your appointment (exclusive to Legacy Agents)
  - Bring a sample Property PreQual report to show - print right from the agent resources drive
  - Major point of difference in saturated neighborhoods
  - Leave the tip sheet with your business card attached
-



# **The Listing Appointment - selling the seller sample scripting**

I would like to PreQualify your home. This is a service exclusively offered by select agents like me. The Property PreQual includes an inspection, title search, lien search, condo and HOA documents, an insurance analysis and mortgage analysis. Property PreQual is the solution that every seller needs to sell your home in record time.

The Property PreQual helps you, the seller, meet almost every obligation of the real estate contract from day 1 instead of sometimes, days before closing, limiting buyer objections that can lead to cancelled contracts and lost time. Since time lost equals a cost to you, we have pioneered a system that takes the guess work out of the contract to close process while reducing your days on market and days to close once under contract.

Buyers come to you prequalified, now prequalify your home to stand out to buyers and get the deal done more quickly and efficiently. Buyers love this program because it lets them take a look under the roof before making their offer. Typically inspection periods are 10 days long. If the buyer decides not to move forward, that's 10 days or more of lost marketing time and momentum. We exclusively save you your most precious resource – time. By completing a Property PreQual we provide everything up front allowing for shorter inspection periods and less days to close. Let's order your PreQual and get you moving.

---

# Exclusively for PreQual Legacy Agents - leave with your listing packet or mail campaign



**Property PreQual:** the exclusive service designed to reduce days on market, saving you time and money.

There can be many obstacles to overcome in getting your home under contract and sold at the right price and time. Property PreQual is the solution that every seller needs to get the transaction moving.

**Here's Why:** The Florida real estate contract includes many obligations that the seller must meet in order to sell his or her property. Each one of these obligations is potentially an open door to the buyer to be able to cancel the contract, receive a refund of escrow and cost you time and money. The Property PreQual is designed to close as many of those doors as possible starting day 1 of the listing period, as opposed to after the contract is executed or days before closing.

## **Selling a Home + PreQual = A Hassle Free Closing**

Remove Frustrations Like:

- Contract loopholes
- Inspection surprises
- Negotiations after contract
- Price reduction requests
- Unexpected repairs
- Unknown liens
- Title problems
- 45 days of waiting to close

With Property PreQual's Benefits of

1. Transparency
2. Independence
3. Done Diligence

Your entire real estate team will be working for you on Day 1 to deliver a quick, easy and enjoyable sale process.

---

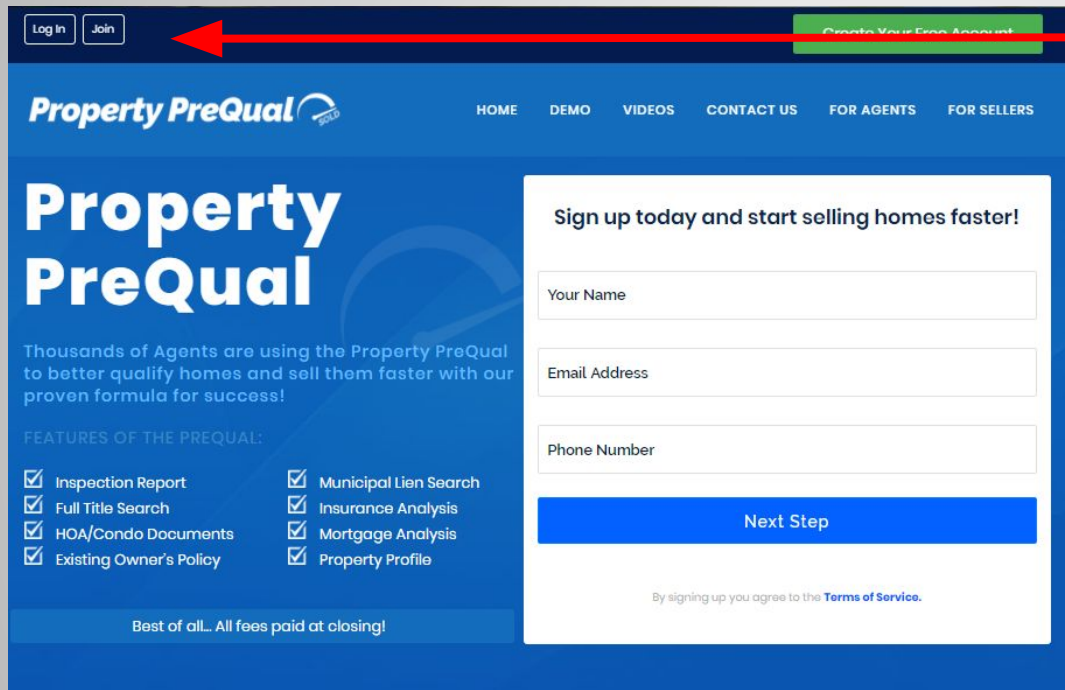
## **Step 4 - Win the Listing by removing:**

- Contract loopholes
- Inspection surprises
- Negotiations after contract
- Price reduction requests
- Unexpected repairs
- Unknown liens
- Title problems
- 45 days of waiting to close

**Saving Time = Saving \$\$\$**

---

# Step 5 - Order the Property PreQual



The screenshot shows the Property PreQual website. At the top, there is a dark blue navigation bar with a 'Log In' button and a 'Join' button on the left, and a green 'Create Your Free Account' button on the right. A red arrow points from the 'Log In' button to the text on the right. Below the navigation bar is a blue header with the 'Property PreQual' logo and a menu with links: HOME, DEMO, VIDEOS, CONTACT US, FOR AGENTS, and FOR SELLERS. The main content area has a large 'Property PreQual' title and a sub-header 'Thousands of Agents are using the Property PreQual to better qualify homes and sell them faster with our proven formula for success!'. Below this is a section titled 'FEATURES OF THE PREQUAL:' with two columns of checked items: Inspection Report, Full Title Search, HOA/Condo Documents, Existing Owner's Policy, Municipal Lien Search, Insurance Analysis, Mortgage Analysis, and Property Profile. At the bottom of this section is a blue bar with the text 'Best of all... All fees paid at closing!'. On the right side of the main content area is a white sign-up form with the heading 'Sign up today and start selling homes faster!'. The form has three input fields: 'Your Name', 'Email Address', and 'Phone Number'. Below these fields is a blue 'Next Step' button. At the bottom of the form is a small line of text: 'By signing up you agree to the Terms of Service.'

Log In Join

Create Your Free Account

Property PreQual

HOME DEMO VIDEOS CONTACT US FOR AGENTS FOR SELLERS

## Property PreQual

Thousands of Agents are using the Property PreQual to better qualify homes and sell them faster with our proven formula for success!

FEATURES OF THE PREQUAL:

- ☒ Inspection Report
- ☒ Full Title Search
- ☒ HOA/Condo Documents
- ☒ Existing Owner's Policy
- ☒ Municipal Lien Search
- ☒ Insurance Analysis
- ☒ Mortgage Analysis
- ☒ Property Profile

Best of all... All fees paid at closing!

Sign up today and start selling homes faster!

Your Name

Email Address

Phone Number

Next Step

By signing up you agree to the [Terms of Service](#).

Go to  
propertyprequal.com and  
select log in from the top  
menu bar.

# Select Order

The screenshot shows the Property PreQual website interface. At the top, there is a dark blue navigation bar with links for 'Profile', 'Log Out', and 'Partner Dashboard' on the left, and a green 'Order a PreQual' button on the right. Below this is a blue header with the 'Property PreQual' logo and navigation links for 'DEMO', 'VIDEOS', 'CONTACT US', 'FOR AGENTS', and 'FOR SELLERS'. The main content area has a blue background with a white user profile section on the left that says 'Welcome Back Matt' next to a placeholder image. To the right of this is a white box containing a message: 'You are currently logged in to the website'. Below the message, it says: 'Please make sure you check out the demo PreQual found [here](#) and when you're ready you can order a prequal using the button below or clicking [here](#). For help you may [contact us](#) any time.' At the bottom of the main content area, there is a green 'Order a PreQual' button. A red arrow points from the bottom of the page up to the 'Order a PreQual' button in the white message box.

Profile Log Out Partner Dashboard Order a PreQual

Property PreQual HOME SOLD DEMO VIDEOS CONTACT US FOR AGENTS FOR SELLERS

Welcome Back Matt

Thousands of Agents are using the Property PreQual to better qualify homes and sell them faster with our proven formula for success!

FEATURES OF THE PREQUAL:

- ☒ Inspection Report
- ☒ Full Title Search
- ☒ HOA/Condo Documents
- ☒ Existing Owner's Policy
- ☒ Municipal Lien Search
- ☒ Insurance Analysis
- ☒ Mortgage Analysis
- ☒ Property Profile

Order a PreQual

You are currently logged in to the website

Please make sure you check out the demo PreQual found [here](#) and when you're ready you can order a prequal using the button below or clicking [here](#). For help you may [contact us](#) any time.

Order a PreQual

# Step 6 - Download your PPQ PDFs from your digital dashboard



## Orders in Progress

### 142 Carlyle Drive



### 12913 123rd Ave



## **Step 7 - Entering The Listing Description** - language for MLS

### **Public Remarks**

PreQualified home providing a preliminary title report, home inspection report, municipal lien search, HOA codes and covenants, insurance quote and qualified types of financing for review. Take a deeper look under the roof when you schedule your showing.

### **Realtor Remarks**

Seller is providing to any interested buyer a preliminary title report, home inspection report, municipal lien search, insurance quote and qualified types of financing for review. See MLS attachments. Condo Docs provided upon request.

---

BECOME A BETTER AGENT  
Where good agents go to become great agents.



# The Listing Attachments- add all PreQual PDFs to MLS



## Buyer's Agent Property PreQual Guide

Inspection Report – a full inspection has been completed by Rock Solid Home Inspections for the buyer. Call Rock Solid at 727-408-1088 for complete explanation of inspection conducted.

Preliminary Title Search – a preliminary title report has been provided confirming the absence of title issues.

HOA/Condo Documents – All homeowner's association and/or condo documents are provided for buyer review, no need to wait.

Existing Owner's Title Policy - Attached or unavailable

Existing Survey - Attached or unavailable

Municipal Lien Search – a municipal lien search is attached to confirm there are no outstanding liens attached to the property.

Insurance Analysis – an insurance analysis to inform the buyer what average insurance rates would be for this property.

Mortgage Analysis – how to confirm what types of financing are available for this property.



## **Property PreQual during negotiations** - use it to the seller's advantage

- Negotiate lower inspection periods - put the buyer's agent in touch with Rock Solid Home Inspections. They will explain the inspection and provide reassurance to the buyer.
  - Remove additional contingencies
  - Talk to the lender and ask if the loan can be expedited
  - Great asset in multiple-offer situations
-

## **Once You're Under Contract** - send an email confirming receipt

Hi (buyer's agent). I'm excited we're under contract and wanted to confirm that you received all the Property PreQual documents. Per the contract, seller is delivering to you as of the effective date the HOA docs, preliminary title report for review and acceptance, the previous owner's policy and the prior survey. Included in the Property PreQual is a full home inspection done by Rock Solid Home Inspections for the buyer. This is a great way to take a deeper look under the roof right now. Please call Rock Solid ASAP to get the inspection warranties transferred to your buyer and schedule your inspection tour review with the inspector who performed the inspection. I will also be providing the applicable documents to your client's lender to help move our file into underwriting faster. I look forward to working with you and a smooth transaction.

---

Contractual notice = a written acknowledgment of receipt.



Member Sign In

TLN ID, NRDS ID, FREC license number, or custom User ID

We're your partner in Florida real estate.



Text Size: A A A | Print View

- Home
- Getting Started
- Tools and Support
- News and Events**
- Legal Center
- Legislative Center
- Education
- Get Connected
- About Florida Realtors
- Governance
- Research & Statistics
- Video Library

### My Favorite pages

What's this? remove

» Sign in to use the "My Favorites" feature.

Connect with us on:

89

## What's contractual notice – and why is it important?

By Joel Maxson

Dec. 4, 2017 – How important it is for parties to know how and when to deliver notices under contracts? *Bellon v. Acosta*, a 2009 case decided by Florida's 3rd District Court of Appeal, offers a demonstration.

In this case, the parties signed a 2007 version of the Florida Realtors Residential Sale and Purchase Contract (the FAR 9 form contract). The buyers posted a \$100,000 deposit, and the sale price was \$5.6 million. The contract included a financing contingency. Both parties understood that the property might not appraise at the sale price, and the buyers kept the sellers informed of the status of the loan application. The financing contingency had a commitment period that ended on Jan. 20, 2008. On Jan. 25, the buyers learned that the bank's appraisal had come in significantly below the purchase price and notified the seller that they were terminating the contract. On Feb. 7, the lender formally denied the loan.

However, when the buyers attempted to get their \$100,000 deposit back, the sellers objected and claimed they were entitled to the deposit.

The appellate court agreed with the sellers and awarded them the deposit. Why? The financing contingency in that specific contract required that buyers "provide Seller with either a written Financing commitment or approval letter ("Commitment") or written notice that Buyer is unable to obtain a Commitment within 20 days from Effective Date ... ("Commitment Period")." If you run through the timeline above, you can see that the buyers failed to deliver a notice by the commitment period deadline. The contract language continues with a simple sentence "Buyer's failure to provide Seller with written notice that Buyer is unable to obtain a Commitment within the Commitment Period will result in forfeiture of Buyer's deposit(s)."

# Start the Clock

Once under contract, confirm in writing buyer's receipt of all documents and limit the time that could be lost by an unforeseen issue.



# Property PreQual - Why it Works



1. Differentiate yourself from other listing agents = Get More Listings
  2. Make your listing more appealing = Reduce Days on Market
  3. Close many of the 'loopholes' the Buyer has to get out of the contract = Reduce Contract to Close time
  4. Keep it REAL with your seller
  5. Prove you're the proactive agent you claim to be
  6. Save the Seller, the Buyer and YOURSELF money
  7. **END THE PRICE NEGOTIATION AT CONTRACT**
-



# Happy Selling!

## Questions?

Call - 813-438-6975

OR

Email - [info@propertyprequal.com](mailto:info@propertyprequal.com)

---