

FEE FOR LISTING SERVICES, RESIDENTIAL PROPERTIES:	1%	2%	3%
<i>Advisement Services</i>			
Consult with Principal Broker	Yes	Yes	Yes
Market Value Analysis (Appraisal)	Yes	Yes	Yes
Marketing Strategy	No	Yes	Yes
Advise as to Staging	No	Yes	Yes
Facilitate Negotiations Until Closing	No	Yes	Yes
•1 Present All Offers	No	Yes	Yes
•2 Liaison	No	Yes	Yes
•3 Correspondence	No	Yes	Yes
•4 File Management	No	Yes	Yes
<i>Marketing Services</i>			
Multiple Listing Service	Yes	Yes	Yes
Enhance on Realtor.com Website	Yes	Yes	Yes
Install Century 21 Yard Sign	Yes	Yes	Yes
Place on Century 21 Teran Website	Optional	Yes	Yes
Place on Century 21 Website	Optional	Yes	Yes
Open House	Optional	Yes	Yes
Broker's Caravan	Optional	Yes	Yes
Create and Print Flyers	No	Yes	Yes
Advertise in Woodstock Times	No	Yes	Yes
Advertise in Doorways*	No	Optional*	Optional*
Advertise NY Times or WS Journal*	No	Optional*	Optional*
<i>Administrative Services</i>			
Buyers Contact Century 21 Teran Realty	Yes	Yes	Yes
•1 Property Info Provided to buyers	Yes	Yes	Yes
•2 Record of Inquiries Kept	Yes	Yes	Yes
•3 Appointments Scheduled	Yes	Yes	Yes
Record of Showings Kept	Yes	Yes	Yes
Accompany Showings if Needed	Optional	Yes	Yes
Present for Other Reasons if Needed	Optional	Yes	Yes
Pre-Qualifying Buyers	No	Yes	Yes
Keep Legally Required Forms - 7 years	No	Yes	Yes
Escrow Account Services	No	Yes	Yes
<i>Other Services</i>			
Supply Legally Mandated Forms	Yes	Yes	Yes
Supply Digital Photographs	Optional	Yes	Yes
Supply Lockbox	Optional	Yes	Yes
Supply 'Showing Book' For Home	Optional	Yes	Yes
Panoramic Photography or Virtual Tour	Optional	Yes	Yes
<i>Terms / Conditions</i>			
Payment at Time of Listing	Yes	Yes	No
No Fee Unless Sold	No	No	Yes

*Optional because of little value. This is “vanity” advertising.

1. Optional services may be purchased for a fixed fee.
2. Subject to change without notice.
3. Listing fee is a \$1,000. Minimum