

LISTING AGENT AND BROKER MUST AGREE TO THE FOLLOWING:

- To promote the FARAF First Look Program to qualifying equity sellers.
- To list the property with the Fresno MLS within 3 days.
- To place the following statement in the MLS Agent Remarks: "This property is being offered in compliance with FARAF First Look Program. Seller will only consider offers from qualified owner occupant buyers until_____ (date certain - i.e. 16 days after listing date). Other offers will be presented after expiration of the First Look time deadline shown above. Buyer's agent to contribute \$100 at close of escrow to FARAF.
- Notify FARAF immediately by contacting Mary Van Ness or Gerard Lozano at 559-490-6400 upon acceptance of a qualifying offer in order to reserve the \$2,000 credit at closing of escrow.
- Both listing agent and selling agent must be REALTOR® members of FAR.

Refer to Listing Agent Participation and Agreement Form. Must Complete form.

THE FOLLOWING CONDITIONS MUST APPLY:

- The \$2,000 incentive will be paid only if seller accepts an offer from an owner occupant buyer during the first 16 days of the listing period.
- Owner occupant buyer must require financing and must be preapproved with desk top underwriting.
- Any non-owner occupant buyers are to be held until expiration of the 16 day period.
- Payment will be contingent of closing of the accepted offer and will be credited to seller's account at the close of escrow.
- Property must have been owned by the seller for at least 1 year from the date of the listing.
- Only equity sales qualify for this program.
- The max. sales price \$200,000.

Please refer to the Addendum to the Exclusive Listing Agreement. Must complete form.

Traditional Home Sellers First Look Program

brought to you by F.A.R.A.F. & H.A.F.

*Receive \$2,000
credit at close of escrow*

Qualifying traditional sellers have the opportunity to receive \$2,000 credit at close of escrow for offering their home for sale within the guidelines of the First Look program. Read guidelines inside.



Purpose of First Look:

To provide incentives to traditional home sellers in Fresno County. To offer a 16 day "First Look" to owner occupant buyers before offering their home for sale to any and all buyers including investors.

Qualified Traditional Sellers will receive \$2,000 (credit at close of escrow) for offering their home for sale within the guidelines of the 16 day "First Look" Program.

Guidelines

- Buyers must be owner occupant buyers who require financing to make home purchase.
- Listing & Buyer's agent must contribute \$100 to FARAf.
- Traditional sellers will be eligible for the program where the sales price is \$200,000 or less.
- One transaction per FAR REALTOR® member every 60 days.
- Program is available only to sellers who are represented by FAR REALTORS®. Must agree to list the property in the Fresno MLS within 3 days.
- Property must be in Fresno County.
- Must complete Listing Agent Participation & Agreement Form.
- After you have signed the Addendum & Listing Agreement contact Gerard or Mary at FAR 559-490-6400 to enroll in the 16 day period.

*Must attend a workshop to participate in this program.
Call FAR for date & time 559-490-6400.*