

# Answers to Your Questions

What is the **Multiple Listing Service**? Also known and referred to as the "MLS".  
**Listing your home on the MLS is a necessity if you are serious about selling!**

The Multiple Listing Service (MLS) is the National Association of Realtors (NAR) list of homes currently for sale. This is all computerized and easily searchable. It is an exclusive tool, only available to the 700,000 members of the NAR, called Realtors.

The MLS is the primary tool used by Realtors to find homes for their buyers, and for most Realtors and buyers, it is the **ONLY** tool they need to find the right home for the buyers. Realtors search the MLS routinely (usually daily) to find potential matches for their buyers, thus when new listings are entered, they are immediately evaluated by thousands of Realtors with prospective buyers, making your house rapidly popular.

The kind of exposure to buyers is not available anywhere else. Chances of selling your property more quickly are maximized and at a better price when it is listed in the MLS. When your property is in the MLS your property receives the broad coverage of a large number of real estate offices that have access to your home's availability, price and features.

Being listed on the Realtor' MLS enables you to take advantage of the **POWER** of thousands of Realtors in your area. That means more exposure for you!

**How will I save thousands by ordering the MLS option?**

<b>Selling Price</b>	<b>Traditional 6% Realtor</b>	<b>Flat Fee MLS</b>	<b>Your Savings</b>
\$100,000	\$6,000	\$3,399	\$2,601
\$125,000	\$7,500	\$4,149	\$3,351
\$150,000	\$9,000	\$4,899	\$4,101
\$175,000	\$10,500	\$5,649	\$4,851
\$200,000	\$12,000	\$6,399	\$5,601
\$225,000	\$13,500	\$7,149	\$6,351
\$250,000	\$15,000	\$7,899	\$7,101
\$275,000	\$16,500	\$8,649	\$7,851
\$300,000	\$18,000	\$9,399	\$8,601
\$325,000	\$19,500	\$10,149	\$9,351
\$350,000	\$21,000	\$10,899	\$10,101
\$375,000	\$22,500	\$11,649	\$10,851
\$400,000	\$24,000	\$12,399	\$11,601
\$500,000	\$30,000	\$15,399	\$14,601
\$600,000	\$36,000	\$18,399	\$17,601
\$700,000	\$42,000	\$21,399	\$20,601
\$800,000	\$48,000	\$24,399	\$23,601
\$900,000	\$54,000	\$27,399	\$26,601
\$1,000,000	\$60,000	\$30,399	\$29,601

**Your Savings Flat Fee MLS + 3% Commission vs. Traditional 6% Realtor Commission**

**Is this the same Multiple Listing Service (MLS) to which all area Realtors belong?**

Yes. All participating MLS Realtors belong to their local association of Realtors.

**Will my listing appear on the Web Sites of other local Real Estate Companies?**

Yes, your listing will appear on any real estate company web site that displays the MLS.

**Will my property be listed on the Internet?**

Yes. Your property listing will go everywhere the MLS goes!

**Will Realtors show my home even though I went Flat Fee Listing instead of paying a high commission?**

Yes. The MLS equalizes all listings; they all look the same. All listings are entered in the MLS through a computer program provided by the MLS.

**How long is the MLS listing period?**

From 6 to 12 months, depending upon the option you choose.

**Must I have a lockbox?**

No, but Realtors like on quick access. Realtors show many homes quickly; access to your home may make a difference. We strongly recommend a lockbox.

**How do I make changes to my listing?**

Anytime you wish to make a change, send your broker an email; she will make the change and confirm it back to you by email.

**Will my listing look the same as a traditional listing by a traditional agent?**

Yes. Your listing will look like all the other listings in your local MLS.

**Is it true that Realtors using the Multiple Listing Service (MLS) sell most houses and that they usually sell for a higher price?**

Yes, it's true on both counts. According to the National Association of Realtors, approximately 80% of all U.S. homes are sold through Realtors using the MLS and homes listed on the MLS average net proceeds of 7% higher than homes sold for sale by Owner.

**The MLS will give you maximum exposure and this is the key to a successful transaction. There is no other more effective way to sell your property and be successful.**

**The MLS gives you access to thousands of other Realtors on call 24/7 to sell your home.**