

REALTOR vs iBUYER

— THE COST OF CONVENIENCE —

REALTOR	iBUYER		
\$250,000 MARKET PRICE	\$225,000 OFFER PRICE	Working with a Realtor and bringing your home to an open market helps bring top value for your home. iBuyers tend to offer below market values.	
\$100,000 BALANCE	\$100,000 BALANCE	This is the balance that is left on your existing loan. It will be paid off to your mortgage company at closing.	
\$1,085 CLOSING COSTS	\$2,003 CLOSING COSTS	Closing costs like Title Insurance, Escrow Fees, and more will be paid at closing and are mandatory when working with a Realtor or iBuyer.	
\$15,000 COMMISSION	\$0 COMMISSION	Realtors charge a commission to sell the home, sometimes as a flat fee, but mostly as a percentage that is paid in part to the buyer's agent and part to your listing agent. iBuyer's do not charge a commission to purchase your home.	
\$0 SERVICE FEE	\$16,875 SERVICE FEE	iBuyers charge a service fee in lieu of a commission. This fee typically encompasses selling fees, 'risk', holding costs, and more and can reach up to 13%. Realtors do not charge a service fee.	
\$1,000 REPAIRS	\$7,875 REPAIRS	iBuyers run a thorough inspection of the home and commonly require a non-negotiable credit for repairs to the home. Repairs can be included when working with a Realtor but are often negotiated with the buyer.	
\$842 HOLDING COSTS	\$298 HOLDING COSTS	A benefit of selling to an iBuyer is a quick closing. The longer you are in your home, the more you'll spend on things like taxes, insurance, etc. While a Realtor may not be able to close as quickly, they will work to close as quickly as possible while getting top dollar for your home.	
\$130,209 NET	\$96,264 NET	This is the final amount you will walk with once the sale of your home is completed, factoring in the price and all costs.	
COST OF CONVENIENCE	\$33,946	Working with an iBuyer offers convenience and a quick close, but when all is said and done, you'll probably get a lot more working with a Realtor in the open market. The net gain you see here is your Cost of Convenience.	

*All numbers are estimates only, please obtain final numbers prior to closing.



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