

Agent Responsibilities

- Your Agent Commission will NOT change with the asset being sold through the auction
- Complete the required Equator tasks in a timely manner before the tasks turn to Red (past due)
- Update the MLS with the auction verbiage to be included in the MLS comments
- Market the property and hold open houses
- Address health and safety concerns
- Submit retail offers on the Auction Vendor's website: <https://www.xome.com/>
- Upload accepted auction offers received from Xome into Equator when requested
- For offer submission, locate the property address in Xome.com

Pre-Auction Offers

- Pre-auction offers are acceptable and encouraged; however, in most cases, the property must go through at least one auction cycle before the pre-auction offer can be considered
- Pre-auction offers submitted will be treated as the buyer's Highest & Best offer, with the Highest & Best deadline date being the close of the first auction run
- Upon the Agent receiving a pre-auction offer:
 - Agent notifies Xome of the pre-auction offer via email Auction@Xome.com
 - Agent should encourage the potential buyer to register online with Xome.com
 - Once the buyer has registered to Xome.com, the buyer can submit their offer online
 - All offers submitted to Xome, while the property is in the auction inventory, will be subject to a 5% buyer's premium or a minimum buyer's premium of \$2500, whichever is greater
 - Offers after one auction run are acceptable and will be treated the same as the process above with the difference being, the offer, if not accepted immediately by the seller, would be considered as a Highest & Best offer in the next auction run

CMS Addendum/Contract Submission

Upon acceptance, the Asset Manager sends the CMS Addendum to: Auction@Xome.com and Xome will handle the contract execution.

Xome References

- Xome Website: <https://www.xome.com>
- Xome Questions: Auctionmarketing@Xome.com
- Xome email: Auction@Xome.com
- Property Questions: Contact the assigned Asset Manager in Equator



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