



- **Non-MLS based AUCTION** site where home is bid on by Zillow/it's investors and purchased directly from the seller for a reduced price.
- Offers start low and move up if needed and if it fits Zillow's criteria for turn around profit when re-sold.
- Current offers have come in from 3% to 30% below Market Comparable's.
- After offer is accepted there is a 6 - 12% **SERVICE FEE** taken from the offer. Thus, the seller get 88 - 94% of the offer price...not the entire thing. This is more than the average Realtor commission.
- **IMPORTANT:** Zillow Offer is **BEFORE** it takes their "Service Fee" of 6-12%. Example: 500k house the offer is 9% below comp's and they take a 8% service fee = $\$500,000 \times .91$ (9%) = $\$455,000 \times .92$ (8%) = **\$418,600**
- This above offer is **BEFORE** repairs, i.e. 10k - \$408,600
- If seller had listed it with agent first, at 2.5% of \$455,000, net = \$397,225
- The transaction is handled by the wholly-owned subsidiary to Zillow, Dot Loop. Who may have the right to data mine information gathered during the transaction process.