

Supplemental 1

10/21/2024

The Rules of Engagement:

Over the course of the listing, I will be updating all the prospects who call in to register themselves with me on this property.

Here is why:

1. This property is being marketed as an **“open Bid”**. Meaning that marketing results and statistics will be sent to you weekly or sooner, as offers are submitted, they will be input into a spreadsheet where you will see the bids, i.e. the amounts, terms, and conditions. Buyer names will be withheld.
2. The purpose is **full transparency**. Your buyer will be able to see the competition and adjust their offerings. You will be able to share with your clients the real-time activity, thus taking you and me out of the equation, and letting them make their best efforts to win the deal
3. Open Doors will be scheduled in a this weekend, Sat 10/26/24; 12-2pm; The Second one will be announced. They will only be open for *two hours* to allow the sellers to maintain their life privacy. For any changes, The agent/buyers will be notified of the dates, times, and conditions of the updates I send out.
4. **When a marketing period is completed, at least 14 days**, the top offers will be examined and then counters will be sent to the group. **(The seller may elect to accept an offer at any time)**
 - a. The spreadsheet of the offer will be accompanied by the counters
 - i. The first counter will be submitting your best Price Terms and Conditions.
5. When the seller reviews the responses, the next counter will be to the top contenders and the “open Bid” will be turned to “private” so that there will be confidentiality for the buyer’s final offer.

The purpose of this update is to let you know how the system works and what to expect. You can share any information I send to your clients so that they know what you know. It will be easier for you to share the Updates vs you having to explain them.

When you register you may share your clients' names so that they will be registered under your name. This will allow your clients to call directly if they want. They can show up at the Open Door without you and they will still be your client. Transparency.

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