

REAL ESTATE AGENT VS IBUYER

The Cost of Convenience



Real Estate
Agent

iBuyer



EQUITABLE
TITLE AGENCY, LLC

\$300,000
MARKET PRICE

\$270,000
OFFER PRICE

Working with a RE Agent and bringing your home to the open market helps bring top value for your home. iBuyers tend to offer below-market value to cover their risks.

\$100,000
BALANCE

\$100,000
BALANCE

This is the balance left on your existing loan. It will be paid off to your mortgage company at closing

\$2,687
CLOSING
COSTS

\$2,576
CLOSING
COSTS

Closing costs like Title Insurance, Escrow Fees and more will be paid at closing and are mandatory when working with a RE Agent or iBuyer. They vary on the price of the home.

\$18,000
COMMISSION

\$0
COMMISSION

RE Agents 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. iBuyers only charge a service fee and do not charge a commission since you are not working with a RE Agent

\$0
SERVICE FEE

\$24,300
SERVICE FEE

iBuyers charge a service fee in lieu of commission. This fee typically encompasses selling fees, 'risk' holding costs, and more. They can reach up to 14%. RE Agents do not charge a service fee

\$0
REPAIRS

\$9,450
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 RE Agent but are often negotiated with the buyer

\$235
HOLDING
COSTS

\$0
HOLDING
COSTS

A benefit of selling to an iBuyer is a quick closing. While a RE Agent may not be able to close as quickly, they will work to close as quickly as possible while getting top dollar for your home.

\$179,078
NET

\$133,674
NET

This is the final amount you will walk away with once the sale of your home is completed. Factoring in the price and all costs.

Cost of
Convenience

\$45,404

Working with an iBuyer may seem to be quick and convenient, but that "cost" of convenience may be too high to your bottom line profit as a seller