MY CONDO APPROVAL

PRESENTATION SCRIPTS

THE KAPLAN TEAM
CROSSCOUNTRY MORTGAGE®
NMLS184641 NMLS3029 NMLS2454943

CONDO LISTING PRESENTATION SCRIPT

When selling a condominium, we are selling two components: the first component is the interior space, and the second component is the association.

The interior space is what attracts buyers and what determines the value of the condominium.

The association and its qualifications are equally as important.

The association's financials, insurance coverage, and building certification, determine how much financing a buyer can receive. As an example, a properly managed association can allow a buyer to purchase with as little as 3% down, which increases buyer demand.

On the other hand, an association with financial, insurance or other issues can require someone to put down 25%, or in some cases forced to pay all cash.

In order to effectively list and market your condominium, it is imperative that we get the following documents reviewed by my lender. As a unit owner, these documents are available to you from the association at no charge.

This allows us to determine the right buyers we should market to and which offers to accept.

- Most recent year's budget and balance sheet
- Copy of all Master insurance policies
- Confirm if pending litigation

I will have these documents reviewed and determine the best strategy for selling your condo.

CONDO BUYER PRESENTATION SCRIPT

When purchasing in a condominium it's important to know that we are purchasing two components, the interior space and the association.

The interior space is what we will view together, and what determines the sale price and value of the condo.

The association's financials and other details are critically important because they determine financing eligibility and down payment requirements.

As an example, the association's financials can determine whether a buyer can put down as little as 3%, or in some cases requiring 25% or more.

We will gather the following items from the seller so my lender can review before making an offer and incurring any expenses.

- Most recent year's budget and balance sheet
- Copy of all Master insurance policies
- Confirm if pending litigation