

# LAWYERS LINK



## LAWYERSAGENT ONE NET SHEET & CLOSING COSTS APP

*An Agent's Ace in the Hole*

In today's market, savvy home buyers and sellers are informed and proactive. They expect immediate and accurate information from their agent, especially when it comes to their financial bottom line.

The first thing buyers want to know is what their all-in monthly payment will be (including mortgage payment, taxes, HOA, etc.). Most buyers make their home-buying decision based on their monthly payment, not the total cost of the house.

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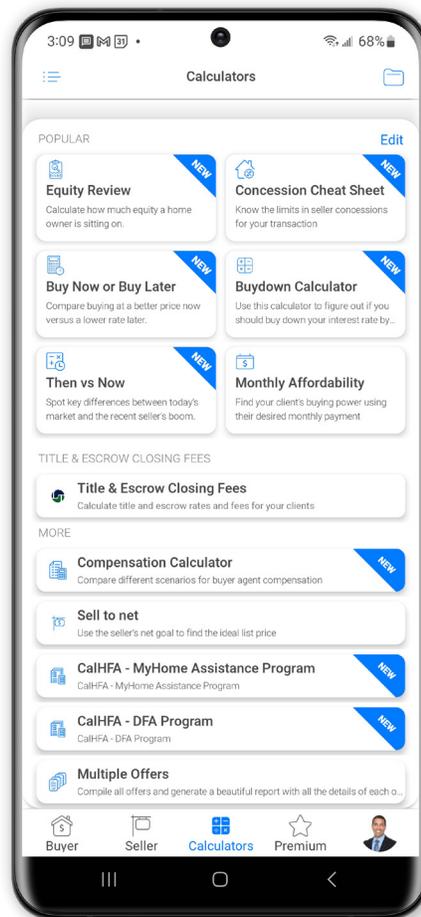


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Providing financial information is an important part of the real estate process. Unfortunately, most agents didn't get into real estate because they love complicated math. LawyersAgent ONE, our top-rated net sheet and closing cost app, serves as an agent's go-to tool for accuracy and efficiency with numbers. It empowers agents to easily provide closing calculations and side-by-side comparisons, in real-time, with visuals. Agents can also share personally branded reports via text, email, or on social media. The reports appear as concise, easy-to-read infographics. Providing this level of transparency is invaluable in building trust with clients who are considering life-changing financial decisions.

### LawyersAgent ONE includes the following calculators:

- Net sheet
- Monthly Affordability
- Sell to Net
- Multiple Offers
- Flip Calculator
- Home Equity Calculator
- Equity Review
- Rent vs Buy
- Buydown Calculator
- Buy Now or Buy Later
- Then vs Now
- Title and Escrow Closing Fees
- Concession Cheat Sheet



LawyersAgent ONE is pre-loaded with county-specific title and escrow fees and local property taxes for your market. The calculators include supporting layers of information for deeper questions. For example, the Net Sheet also provides a quick visual of what it will cost per month if a homeowner decides to wait to sell, or if a home stays on the market for an extended period of time.

### Working Examples

The **Sell to net** calculator was created for the "unrealistic seller" – the seller who says, "As long as you sell our house and we can clear X amount, the listing is yours." This is when the agent can let the calculator tell the sellers that they may be in the wrong ballpark.

### Sell to Net Steps:

1. Click on the **Sell to net** calculator.
2. Type in the seller's net goal, and the seller's loan balance
3. Hit Compute
4. A simple infographic will appear with the selling price that is needed to achieve their net goal.

The **Equity Review** calculator provides the equity a homeowner has. There are record amounts of equity in the U.S. housing market right now. Homeowners have a general idea of how much equity they have, but they rarely know the specific number. It is a number all homeowners are interested in hearing. With LawyersAgent ONE, agents can help their clients understand that they may be sitting on record amounts of equity.

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### Equity Review Steps:

1. Click on the **Equity Review** calculator.
2. If you type in the address at the top of the screen, LawyersAgent ONE can tell you the last loan recorded.
3. Type in the estimated interest rate (LawyersAgent ONE provides the average interest rate at the time the loan was recorded). As long as the homeowner made their payments, you can get an estimated loan balance.
4. Hit Compute or skip.
5. Type in what you think the house is currently worth, and what the homeowner purchased it for.
6. With just a few clicks you have an easy-to-read equity report that you can text or email to the client.

**Contact your Lawyers Title rep to learn more or request a free demo and download. There is also a low-cost premium version available that offers customizable marketing content, and so much more!**



## MONTHLY INDUSTRY TERMS

### Loan-To-Value Ratio

The relationship between the amount of the mortgage loan and the appraised value of the property expressed as a percentage.

### Points (also called commission or discount points)

Each point is equal to 1% of the loan amount (e.g., two points on a \$100,000 mortgage would cost \$2000).

### Realtor®

A real estate broker or an associate holding active membership in a local real estate board affiliated with the National Association of Realtors.

