

# Royal Highlands Owner Resales

## Royal Highlands Resales by Owner Group

### So, You Have a Buyer for Your Home, Now What???

#### If you will be selling it yourself, without a Realtor:

- \* Legal services are offered by McLin & Burnsed (Richard Neumann) for \$125 each to seller and buyer. Select the link to "[Attorney Services Offered](#)" on the Royal Highlands By Owner Resales 'Documents' web page. (NOTE: you will need the password)
- \* Complete the "Letter of Intent"  
Select the link to "[Letter of Intent](#)" on the Royal Highlands By Owner Resales 'Documents' web page. (NOTE: you will need the password)
- \* Determine if or how the closing costs will be split. These costs are negotiable. Attorney recommends 50/50; a realtor will probably put in the contract that you pay all. Remember, you paid all if you bought it from Pringle.  
Select the link to "[Closing Cost Information](#)" on the Royal Highlands By Owner Resales 'Documents' web page. (NOTE: you will need the password)
- \* Document any added contract provisions-
  - Define what is included or excluded from the sale.
  - Disclose there is a **Property Owners Association** with a monthly fee of **\$144**.
  - Disclose the mortgage holder.
  - Disclose any realtor fees involved.
  - Document when inspections (or other due diligence items) are to be completed.
  - Take or e-mail documents to attorney.
- \* Note: If you use the attorney, the "[Seller's Real Property Disclosure Statement](#)" is **not required**.
- \* Both buyer and seller need to sign and date the contract prepared by the attorney.
- \* A PENDING CONTRACT is now in place.
- \* Resolve any inspection issues.
- \* The attorney will handle the rest.
- \* Have the Buyer complete the RHPOA New Resident Application  
Select the link to "[Royal Highlands Property Owners Assoc New Resident Application](#)" on the Royal Highlands By Owner Resales 'Documents' web page. (NOTE: you will need the password)  
The link where they can read the Declarations, By-Laws and Rules and Regulations to which they are agreeing, can be found on the [RHPOA website: "Leland Management for Royal Highlands"](#).

#### If you are selling through a Realtor:

- \* The realtor will prepare the contract based on the buyers offer, probably without your input.
- \* You may make a counter offer(s).
- \* The realtor will require the Seller's Real Property Disclosure Statement to be completed. Note that the largest print on the Statement protects the realtor.  
Select the link to "[Seller's Real Property Disclosure Statement](#)" on the Royal Highlands By Owner Resales 'Documents' web page. (NOTE: you will need the password)
- \* A PENDING CONTRACT is now in place.
- \* Resolve any inspection issues.
- \* The realtor will handle the rest.