Why flat fee makes sense

Full-service real estate for one flat fee. How it works, what's included, and the sellers who've already made the switch.

AZ FLAT FEE
• FLAT FEE, FULL SERVICE, REAL ESTATE •

WHY FLAT FEE GUIDE

Phoenix 480-771-1564
Tucson 520-500-1783
azflatfee.com

START HERE

What's the catch?

There isn't one. You get a full-time agent and a team that handles everything from pricing to closing, for one flat fee instead of a percentage of your entire sale price.

Our owners came from investment real estate. They had felt the pain of large commissions and mediocre service themselves, so they built a firm that delivers full service and lets sellers keep their equity.

Since 2017, AZ Flat Fee has grown through reviews and referrals from past clients. Real Producers magazine has consistently ranked us in the top 2 by production.

$870M+
in past sales

2,100+
properties sold

$16.2M+
in client savings

How listing fees work.

Your listing agent's fee is one of the largest costs of selling, and one of the few you choose. There are two ways it's usually set.

TRADITIONAL

A percentage fee

A percentage of your entire sale price, set in the listing agreement.

AZ FLAT FEE

A flat fee

One set amount for the work, known before you list. On sales over $1M, add 1% of the amount above $1M.

How agent pay works now

Your listing fee is negotiable. It's set in your listing agreement before you list.

Buyer-agent pay is separate. Buyers now sign a written agreement with their own agent that sets that agent's pay.

You choose whether to contribute. A seller can offer to cover some or all of it, usually negotiated in the offer. It's no longer posted on the MLS.

SIDE BY SIDE

Same service. A different way to pay for it.

A full-service flat fee agent does the same work as a traditional agent. The difference is in the last row.

WHAT'S INCLUDED	AZ FLAT FEE	TRADITIONAL AGENT
Pricing from recent sales and competition	Included	Included
Professional photography	Included	Included
MLS listing, syndicated to major home sites	Included	Included
Sign and lockbox	Included	Included
Showings scheduled and followed up	Included	Included
Offer review and negotiation	Included	Included
Inspection and repair negotiation	Included	Included
Contract deadlines through closing	Included	Included
How the fee is set	**One flat amount**	A percentage of the entire price

YOUR BOTTOM LINE

Keep more of what your home sells for.

Ask any agent you're considering for an estimated net sheet with their fee included, and compare what you'd take home.

KNOW WHAT YOU'RE GETTING

Not every flat fee is full service.

Some flat fee services only enter your home on the MLS. After that, the work is yours. Before you sign with anyone, ask who does each of these.

WHO DOES IT	MLS-ONLY LISTING	AZ FLAT FEE
MLS entry	Included	**Your agent**
Pricing advice	You	**Your agent**
Professional photos and video	Often you	**Your agent**
Showings and follow-up	You	**Your agent**
Negotiating offers	You	**Your agent**
Repair requests	You	**Your agent**
Deadlines to closing	You	**Your team**

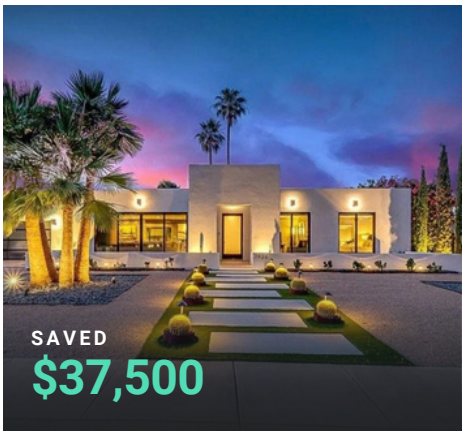
97% of home buyers first find and view their home online (National Association of Realtors). Photos, video and online marketing are where your sale starts.

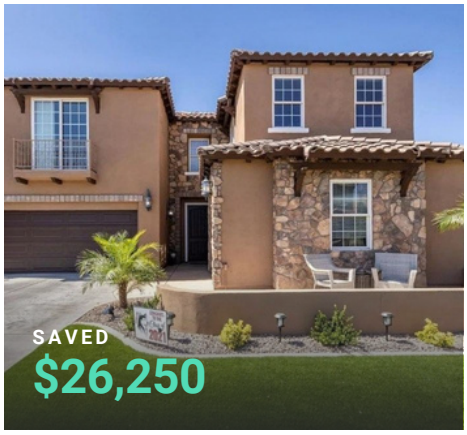
REAL SELLERS

What our sellers kept.

$16.2M+
$16,200,000+ in client savings

Recent AZ Flat Fee listings, and what each seller saved compared to a traditional commission.





BY THE NUMBERS

More than 2,100 properties sold and $870M+ in sales since 2017. We sell more homes each month than most agents sell in a year.

IN THEIR WORDS

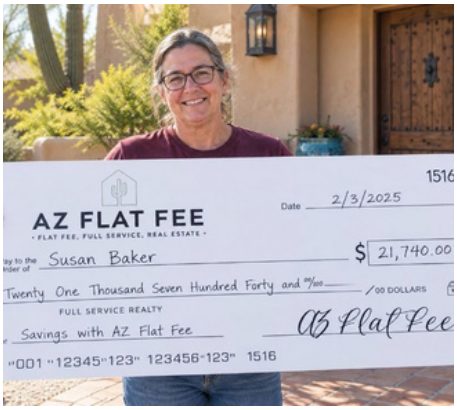
“If I had to sum this review up in one word –

SMOOTH.”

CASEY K. · GOOGLE REVIEW

Denise · saved $31,275

The Harris Family · saved $18,650



Susan · saved $21,740

Mike & Sarah · saved $16,720

Jason & Kim · saved $11,750

★★★★★

“Absolutely an awesome team and service. Couldn’t be happier. Communication was excellent, service was fantastic, and exceeded all expectations.”

Daniel L.

★★★★★

“Excellent service in Mesa AZ!! Saved us approximately $15k in fees.”

Michael M.

★★★★★

“I can honestly say I had the smoothest experience ever. Professional, knowledgeable, and genuinely concerned for my best interests.”

Jason

THE TEAM BEHIND YOUR LISTING

100+ years of combined experience, and thousands of transactions

We manage everything.

A flat fee works because a whole team supports your agent. Each part of the sale has someone whose job is to get it right.

Your agent

A full-time professional who prices your home, shows it, and negotiates every offer with you.

Listing managers

Handle the paperwork, photos and marketing so your listing launches ready for maximum exposure.

Closing managers

Coordinate with the buyer, title and escrow, and track every deadline through closing day.

Designated broker and directors

Provide oversight and compliance, and keep the whole operation running smoothly.

COMMON QUESTIONS

Still on the fence?

01 **How do you charge less and still offer full service?**
Our team and custom systems make each sale more efficient, so we can sell more homes. Happy clients send referrals, which keeps the business growing.

02 **Will buyer agents avoid my listing?**
Your home appears on the MLS like any other. A buyer's agent is paid under their agreement with the buyer, and any contribution from you is negotiated in the offer, whatever your listing agent charges.

03 **Other agents say they'll sell for more.**
Ask them to show you how. We put our own fee on the line and earn our reviews and referrals by outperforming on price, marketing and service.

04 **What if my home sells for more than $1M?**
The flat fee stays the same, plus 1% of the amount above $1M.

05 **Can I cancel?**
Yes. You can even keep the professional photos. An early cancellation fee may apply.

06 **Do you help buyers too?**
Yes. We help clients buy homes as well.

READY WHEN YOU ARE

Talk to us about your home.

A free market review and net sheet, with no pressure and no obligation.

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SAY YES TO

Saving thousands.

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FULL SERVICE REAL ESTATE

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