

**\*\*PLEASE READ THIS ENTIRE PAGE!\*\***

**The multiple offer form is attached.** It MUST be returned signed even if your client does not choose to change their offer.

**We currently have multiple offers on this property.** Please have your buyers read over the multiple offer procedure form and submit their highest and best offer, in writing, by **5 pm on October 30th, 2009**. It is highly recommended that you do not wait until the last day or last minute to submit offers and/or multiple offer forms. The deadline will remain 5 pm, whether or not the fax machine was busy. You can also email us the documents or hand-deliver them. Freddie Mac is strict on the 5 pm deadline. If it is late, it will not be considered, as stated at the top of the multiple offer form. Please call us or email us to confirm receipt of your offer.

**Please do not ask us for any information on the other offers.** We do not give out this information. Please help your clients determine the offer that is best for them. Please be assured we do NOT give out information on offers we have. It is safe to submit the offer before the last minute, and it is recommended to ensure the deadline is met.

**The seller does not accept escalation addendums.**

Please provide a lender letter or proof of funds dated within the last 30 days. Closing date should be 30 to 45 days out, as it does take us time to get a ratified contract. A closing date in 2 weeks will not give your client an advantage over other offers.

We expect a response from the bank by November 7th, 2009, but if there are several offers it may be longer.

Please be aware that this is a Freddie Mac property, and if your clients offer is chosen, the seller does require a clear, legible copy of the contract and addendums. If the contract you send is blurry or illegible, you will be asked to resend a new copy. Freddie Mac also requires the Earnest Money Deposit to be in the form of certified funds made out to Prudential Carruthers Realtors if an offer is accepted, however a copy of a personal check will be sufficient to submit with an offer. Please have these ready to be provided to us. Thank you for your help in expediting this process.

Also, please be aware that if your buyer is a Freddie Mac employee or a family member of a Freddie Mac employee or servicer they are not eligible to purchase this home. If the purchaser is related by blood or marriage to the previous owner of the property they are not able to purchase this home.

**In regards to the current promotions:**

The terms and conditions for the 3.5% seller subsidy are listed on the Coupon. The 2-year home warranty is only available to Purchasers who are purchasing the property as an owner-occupied, primary residence.

Thank You.



Asset #: 598721

### MULTIPLE OFFER PROCEDURE FORM

(If you fail to execute and return this document, we will not consider your offer.)

Date: 10/29/09

Property Address: 803 WEST NETTLE TREE ROAD

City/State/Zip: STERLING VA 20164

Offeror Name(s): \_\_\_\_\_

Selling Agent & Broker: \_\_\_\_\_

Dear Offeror:

We are involved in a multiple offer situation on the above referenced property. ALL OFFERS will be considered subject to the following:

1. All offers must be *in writing* - no verbal offers will be accepted.
2. The Listing Agent must receive your written "best" offer no later than 5:00pm (EST) on 10/30/09 (date). Delivery of such offer may be via facsimile to:

Listing Agent & Broker: Matthew Deaton with Prudential Carruthers Realtors

Telephone Number: 703-383-6132

Facsimile Number: 703-691-7662

3. The Listing Agent will facsimile all "best" offers to Seller's authorized representative no later than close of business the following business day.
4. The following terms and conditions shall be applicable to you and to any offer you wish to submit:
  - a) Seller shall have sole and absolute discretion to accept or reject any offer received. Seller is not required to accept any particular offer, regardless of its terms, and has the absolute right and discretion to reject all offers.
  - b) Subsequent to receipt of offers, Seller shall have the absolute right to deal with any Broker and/or one or more offerors to further negotiate the terms and condition of any offer. In so doing, Seller shall have no obligation to negotiate or communicate with each and every other offeror, or with any offeror.
  - c) Under no circumstances shall verbal communications between an Offeror and Seller or any agent or Broker constitute or create an obligation on the part of Seller to sell a property to anyone under any terms.
  - d) The acceptance of any offer shall be conditioned upon the subsequent execution by the Offeror and Seller of a written contract of sale, including all required addenda and setting forth terms and conditions satisfactory to the Seller. The Seller shall have no obligation to sell the property unless and until such written contract is fully executed.
5. In the event an accepted offer does not result in a closed escrow, Seller reserves the right to re-open negotiations with any offeror and/or Seller may request Listing Agent to solicit new offers.

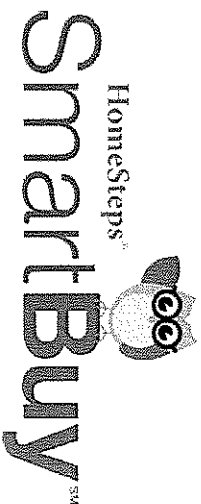
Please sign below to acknowledge your understanding and acceptance of these terms and procedures and return this form to the Listing Broker no later than the time designated for the transmittal of offers. Failure to transmit such acceptance may prevent your offer from being considered.

#### ACKNOWLEDGED AND AGREED

\_\_\_\_\_  
(Offeror) Date

\_\_\_\_\_  
(Offeror) Date

HomeSteps Address: 5000 Plano Parkway • Carrollton, TX • 75010 • 972-395-4000



## HomeSteps SmartBuy Coupon

Homebuyer Closing Cost Offer Coupon

Valid July 17, 2009 – October 30, 2009, with escrow closed by December 31, 2009

Homebuyer's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

**HomeSteps will pay up to 3.5%\* of your purchase price toward closing costs, if you purchase one of our homes on or after July 17, 2009 and on or before October 30, 2009.**

Example of your savings: If the purchase price of your home is \$125,000, HomeSteps will pay up to \$4,375 of your closing costs. Your savings will be reflected on your closing statement, and the amount will be deducted from your closing fees due. The bonus may not exceed total closing costs.

**Please print out this coupon. Then present it to your real estate agent.**

**He or she must present it to the HomeSteps listing broker at the time you make an initial offer.**

***Important: This coupon must be presented at the time of initial offer, or it will not be valid.***

### Terms and Conditions for Coupon Redemption:

1. In order to redeem this SmartBuy coupon, buyer must present it upon initial offer on a HomeSteps home, or coupon will not be valid.
2. Coupon must be attached to initial contract when submitted for execution.
3. Only HomeSteps (Freddie Mac-owned) properties are eligible.
4. This offer is valid in the United States (including PR, VI and GU).
5. Initial offers submitted on or after July 17, 2009, and on or before October 30, 2009, are eligible.
6. All sales must close escrow on or before December 31, 2009, to be eligible.
7. \*This closing cost offer is valid only on owner-occupied, financed homes; 1% closing cost offer on owner-occupied, cash sales.
8. Investor sales are not eligible for Buyer's Closing Cost offer.
9. SmartBuy offers are not valid on Auction, Sealed Bid and Bulk Sale properties.
10. SmartBuy offers are not transferable and may not be combined with any other offer.
11. Seller reserves right to remove homes from "SmartBuy" promotion or end promotion at any time.
12. This offer is only valid where not prohibited by law.

For Customer Service: toll-free: 1-800-972-7555 or e-mail: [HomeSteps\\_Marketing\\_Communications@FreddieMac.com](mailto:HomeSteps_Marketing_Communications@FreddieMac.com)

HomeSteps Listing Brokers, please complete the following information:

Asset #: \_\_\_\_\_

Your Name: \_\_\_\_\_

Your Company Name: \_\_\_\_\_