



SEED HOME
SOLUTIONS

A Real Estate Investment Company

**Real Estate Agent
Partnership Guide**

Who Are We?

Facts About Seed Homes LLC

- Purchase properties at a discount, renovate them quickly, and list to resell
- Ability to make CASH offers for houses and create fast, hassle-free transactions, closing in as little as 10 days
- Focused on providing solutions for clients and value for investors by locating and renovating distressed properties
- We keep all information private & confidential

Seed Home Solutions, LLC is a full-service real estate solutions firm that purchases and sells properties throughout the South Florida area. Founded by Alex and Karen Duran, Seed Home Solutions is proud to provide real estate services in the following areas:

- ✓ Residential Redevelopment
- ✓ Short Sales/Loss Mitigation
- ✓ Real Estate Investment
- ✓ Foreclosure Solutions

Since its inception, Seed Home Solutions is passionately pursuing our goal to help hundreds of people in our community find solutions to their real estate needs. Our organization is well-funded, with years of shared experience through our investment network. Our system includes purchasing properties with CASH; and quickly renovating and listing to resell those properties to retail homebuyers and landlords. Seed Home Solutions is excited to be part of the area's renaissance, and we aspire to continue contributing to the economic rejuvenation of South Florida and its neighborhoods.

We realize that we can not achieve our success without cultivating many strong partnerships and relationships. At Seed Home Solutions, we place high value on the knowledge and expertise of good real estate agents. We strive to build relationships with qualified, experienced agents who have both a passion for real estate and an uncompromising drive to succeed. We believe that by working together, we will not only develop a history of successful win-win transactions, but also create a powerful and lucrative collaboration that adds value and serves our community.

Who Are We?

THE STORY OF SEED HOMES SOLUTIONS, LLC

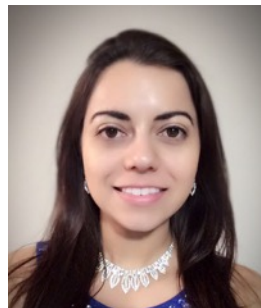
After graduating from Nova Southeastern University, co-founder Alex Duran set his sights on real estate investing. He turned to his wife, Karen Duran, who shared the same vision. Together they founded Seed Home Solutions, LLC with the goal to flip 15 homes a year.

Alex Duran acquired a Masters of Business Administration with a concentration in Entrepreneurship. He has traditional and digital marketing experience with advertising agencies. He has an active real estate license with the Miami Association of Realtors.

Karen Duran is a Certified Public Accountant. She has corporate accounting and organizational bookkeeping experience. Karen is a Financial Blog writer of the award-winning Debt Free Lab. She has social media advertising experience and is bilingual in English and Spanish.



Alex Duran, Co-Owner



Karen Duran, Co-Owner

OUR MISSION

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. Our goal is to rejuvenate neighborhoods, encourage homeownership, and increase the standard of living by improving the overall quality of housing for the residents. We seek to inspire, motivate, and create lasting change in everyone we encounter. We will treat our clients, partners and team members with respect at all times; bringing a genuine enthusiasm for real estate and possessing a natural instinct to help people. One of our mottoes is “How You Do Anything Is How You Should Do Everything.”

COMPANY LEADERSHIP

At Seed Home Solutions, LLC, our team is highly motivated, knowledgeable, ethical and resourceful. Qualified to handle any real estate transaction, our dedicated team is committed to helping people with their real estate needs and making successful deals happen. Our team of professionals has the integrity to follow up on our promises, and the expertise to navigate any transaction to ensure you’re fully informed for making the best decision possible.

Company Credentials

OUR EDUCATION & TRAINING

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital investment into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nations' premiere Real Estate Investment Company featured on the hit TV show "Flip This House". Our real estate investing mentorship involved a comprehensive and ongoing curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems and predictability.

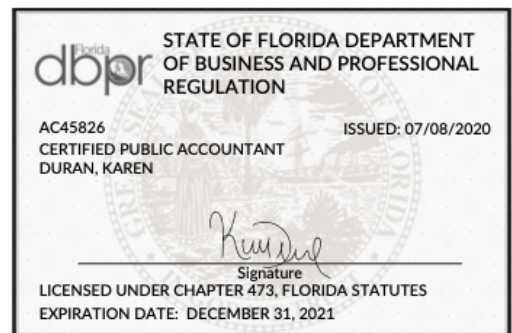
Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.

CERTIFICATIONS & MEMBERSHIPS:

Florida Licensed Realtor Sales Associate



Florida Licensed Certified Public Accountant



Company Credentials

PROOF OF FUNDS

We offer CASH to close on all our homes, purchase properties as-is, and can close in as little as 10 days if needed. Unlike other companies, we do have the funding lined up from multiple sources to purchase properties in even short timeframes when the opportunity is right.

Example of previous funding letter:



Benefits of Working With Us

SEED HOME SOLUTIONS VS. TRADITIONAL BUYER

Here are a few benefits your sellers have when working with Seed Home Solutions to sell their home:

- ✓ **CASH BUYERS**
- ✓ **QUICK CLOSE**
- ✓ **WE BUY HOUSES AS-IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**
- ✓ **WE'LL WAIT ON SHORT SALE APPROVALS**



As an agent, you can take advantage of many unique opportunities when it comes to working with investors. Many agents view working with investors as a waste of time – however, **we know you have a business to run and can't afford to waste your time with investors who aren't serious.** At Seed Home Solutions, we pride ourselves on having a systemized buying process; which eliminates the need to waste your time on tedious tasks. You can rest assure that we are serious buyers who close with cash and very quickly.

We believe that good investors are those who place high value on the knowledge and expertise of good agents. In turn, we hope to help provide you with a lucrative and consistent stream of income. So if you can shift your thinking and learn how to leverage working together with investors, you'll realize there are many potential benefits – creating win-win situations for everyone.

How Do We Compare To A Traditional Buyer?

	Traditional Buyer	Seed Home Solutions
Method of Payment	Bank financing	Cash
Cost of Repairs	1-8% of homes value	None (bought as-is)
Closing Timeframe	45+ days	10-14 days
Amount of Business for You	Typically only one purchase	Repeat buyers (multiple deals per year)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – making it difficult to quickly make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	2-6 months on average

Benefits of Working With Us

GAIN REPEAT BUSINESS

One of the main benefits of working with an investor is the potential for repeat business throughout the course of a year. By working consistently with a successful investor who actively buys and sells properties, you can predict a steady revenue stream. Although it varies, most real estate agents typically close between 2 to 10 deals per year with active investors. A good agent will be able to leverage those deals into even more deals, just by working with the buyers who purchase investment properties.

OPPORTUNITY TO MAKE BOTH SIDES OF COMMISSION

By acting as a dual agent in a transaction, representing both the buyer and seller, you can earn both sides of the commission. Our goal is to have agents that we work with excited to maintain repeat business. We like to reward eager and hardworking agents on our team. We are happy when you receive both sides of the commission since that means you were great at your job!

Representing Both Sides Of A Transaction Allows You To Make Double Commission!

BECOME A DISTRESSED PROPERTY SPECIALIST

There are several properties in the marketplace needing renovations – anything from cosmetic repairs to full-gut rehabs. As the agent you are often the first contact for sellers behind on payments, who need to sell quickly, or don't have equity in their home. These are exactly the types of opportunities we are looking for. If you or someone in your office have these types of listings, we may be able to quickly purchase the homes with CASH. After a few successful transactions, you can utilize that success to enhance your credibility. Ultimately increasing your opportunities and gaining more income as a distressed property specialist.

What's In It For You?

- Opportunity to make double commission
- Consistent business
(We buy multiple properties a year)
- Obtain referral leads
- Access to property inventory before listed
- Opportunity to host open houses
- Short sale referrals
- Enhance your agent profile in your community
- Ease of transactions
- Become a distressed property specialist
- Free training & joint venture potential

Benefits of Working With Us

ACCESS TO PROPERTY INVENTORY BEFORE LISTED

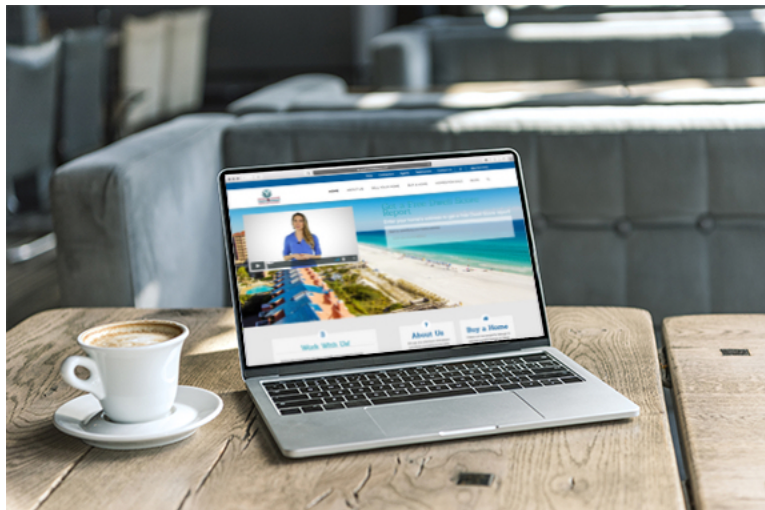
A successful and active investor will constantly have an inventory of completely renovated properties; and **YOU will have access to that inventory BEFORE that property is listed on the MLS.** This creates a great opportunity for buyers – especially a first-time homebuyer, as they would have the chance to purchase a newly renovated and fairly priced property. In some cases, your buyers can also have the benefit of giving input on certain features of their home and choosing custom finishes BEFORE renovations are fully complete. By providing this option to your buyer, it completely differentiates you from other agents – therefore, directly impacting your bottom-line!

OPPORTUNITY TO HOST OPEN HOUSES

Newly renovated vacant properties generate a lot of interest from potential buyers – like a neighbor or anyone else looking for properties priced aggressively and in pristine condition. By acting as a seller’s agent, this creates a great opportunity to host open houses for these properties; allowing you to meet many new potential buyers that you can add to your database, and possibly cultivate as buyer clients of your own.

SHORT SALE REFERRALS

Successful investors are excellent marketers and generate a lot of leads – many of which are short sales. In most cases, Seed Home Solutions is not too interested in working with sellers whose properties are over-leveraged and in short sale situations. The short sale process can be lengthy, so good investors prefer to refer those leads to a specialist rather than work with the sellers themselves. This creates a huge opportunity for you to become a “short sale specialist” – by listing these properties and getting the commission when they sell. As a short sale specialist, you also have the opportunity of working with multiple investors, which provides you with more of a revenue stream!



Benefits of Working With Us

WORKING WITH CASH BUYERS

As a real estate investment company, we are not your typical buyers. We will not waste your valuable time with financing contingencies. 95% of the properties we purchase are all cash deals that have no financing contingencies, and we can typically close in less than 10 days.

IDEAL PROPERTIES WE PURCHASE

We are not simply looking for properties needing minor updating or remodeling... we are looking for properties that need more than \$10,000 in repairs. If you know of a property or if you find a property that fits this description, please call us before you list it, and we will buy it directly through you.

BECOME A PART OF OUR TEAM!

In working with us, there are several benefits and different ways you can generate revenue:

- ✓ **Represent Us As Our Buyer's Agent**
We Are CASH Investors & Buy Multiple Properties A Year
- ✓ **Represent Us As Our Listing Agent**
Re-List Our Fully Renovated Vacant Properties In Your Area
- ✓ **Be Our Referral Agent**
Tap Into Our List of Buyer, Seller & Short Sale Leads
- ✓ **Generate Buyers Via Open Houses**
Market our "Pocket" Listings

Although many of our offers will be typically lower than retail clients, we serve as a great benefit for hard-to-sell properties or those requiring the bank or seller to move quickly. We are also a good fit if you have listings that have difficulty qualifying for traditional financing based on the current condition of the property. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.

Benefits of Working With Us – VIP Program

SEED HOME SOLUTIONS VIP TEAM!

We offer an opportunity for a small circle of agents to join our exclusive VIP team. Here you can learn another side of real estate and increase your business income. If you should decide to be more directly involved with real estate investing, there are a few opportunities that can create an additional income stream for you. There are two methods available; you can either take a hands-on or hands-off approach. Let us know if you're interested in this venture and we can discuss it in detail. Joining the VIP team does not mean you work exclusively with us; you are always free to work with other buyers.

HOW DOES THE VIP PROGRAM WORK?

1. Continue business as you do - nothing needs to change in your core business operations.
2. When a deal within our criteria presents itself, you'll be empowered to act immediately as an extension of Seed Home Solutions.
3. *Estimate – Analyze – Make An Offer* on our behalf based on our standards and using our tools.
4. If an offer is accepted, we can move forward with the deal.
5. List the property after we repair it. Our VIP agents are usually rewarded with the listing agreement for the repaired property – Two Commissions on one house!

LEARN ANOTHER SIDE OF REAL ESTATE

At Seed Home Solutions, we pride ourselves on having a strong foundation of real estate knowledge and training. Our core business lies within our systems, education, and knowledge of the real estate industry. By working with us, you can benefit from our know-how, gain REAL LIFE investing experience, and have an amazing opportunity to learn all the ins-and-outs of another side of real estate. You will have access to the tools we use to analyze deals more efficiently. With our tools, you will have confidence in approximating the repair value of a property. Our tools will let you know if a deal falls into our buying criteria.



Benefits of Working With Us – VIP Program

INCREASE YOUR INCOME POTENTIAL

According to *THE CLOSE*, the average real estate agent working 21-39 hours per week will close roughly 12 deals per year and earn \$46,458 annually. This may not include all the time spent driving around buyers that may never purchase from their efforts.

Working with Seed Home Solutions is unlike working with a traditional buyer. The more deals you find that fall under our buying criteria, the more commissions you earn. You directly represent us as our buyer’s agent and then you represent us as our listing agent after we rehab the property.

We have created a marketing machine that produces a consistent flow of high-quality leads. Not all sellers fit our business model. As our VIP agent, you will have first access to our hot lead referrals. In addition, your contact information will be distributed among our network of investors.

HOW MUCH ADDITIONAL TIME WILL IT TAKE WORKING WITH AN INVESTOR?

You can increase your profit; but not necessarily increase the amount of work you need to do to close each deal. Your goal should be to:

- ✓ Spend no more than a few hours per day finding and making offers on our behalf
- ✓ Automate most of the work –utilizing our documents such as repair sheets and deal analyzer
- ✓ Specialize in a very specific, relatively small, geographic area – therefore, not spending your time driving all over looking at houses

	Traditional Buyer	Seed Home Solutions
Time Spent Earning Commission	Weeks working with a buyer that may never buy with you	Few hours per day making offers that lead to commissions on both sides
Acquiring Financing	May need your assistance to start pre-qualifying process	Ready to go when deal is presented
Setup Property Searches	Constantly send and modify MLS custom searches	Don’t need – we have MLS access
Buyer’s Want List	They don’t know what or where they want to buy	We have a set criteria for the Ideal properties we purchase
Buyer’s Search Area	Typically large search area	We have specific geographic areas

Property Showcase

RENOVATION PROJECTS

When working with our company, you can be rest assured that we're very qualified and experienced in fully renovating properties. We were able to learn from the experiences of our network and immediately implement techniques. Here are just a few example properties of rehab projects in our network:

BEFORE



AFTER



Property Showcase

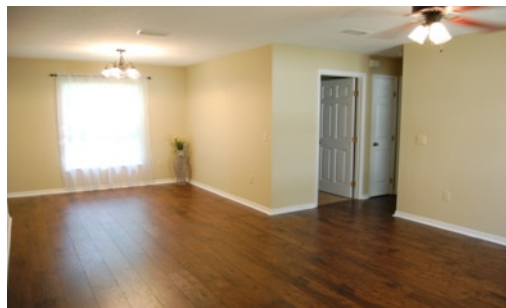
RENOVATION PROJECTS

Here are just a few example properties of rehab projects in our network:

BEFORE



AFTER



Sample Scope of Work

Scope of Work - Single Family

PROJECT INTRODUCTION & INTERVIEW:

Gorgeous renovation in the central neighborhood. This is a 3 Bedroom, 2 Bath 1 story home.

REHAB OVERVIEW:

The home needed a few cosmetic repairs and updates throughout including kitchen and master bath. Electrical plumbing upgrades were completed as needed to comply with close regulations.

CONTRACTOR OVERVIEW:

Licensed contractors were hired to complete all renovations.

DEMO (EXTERIOR):

1. Remove all debris in front and back yard
2. Remove roof from covered patio (use structure to create pergola)
3. Remove temporary roof over side yard
4. Remove lighting from covered patio

GENERAL (EXTERIOR):

1. Construct 4' fence around pool equipment
2. Build pergola from existing covered patio structure
3. Paint entire house per color scheme

COLOR	LOCATION	COLOR CODE	FINISH
Valspar/Lowes Stone Manor	Exterior	6006-2A	Flat
Extra White Sherwin Williams	Exterior Trim	7006	Flat
Black	Front Door/Pergola		
Extra White (Sherwin Williams)	All ceilings	7006	Flat
Navajo White (Sherwin Williams)	Bathrooms	SW 6126	Semi Gloss
Navajo White (Sherwin Williams)	Living/Dining/Halls, Laundry, Kitchen, Bedrooms	SW 6126	Flat



Sample Scope of Work

ROOF:

1. Remove existing roof
2. Replace any damaged sheeting or starter board
3. Install new 15 lbs felt paper
4. Install new dimensional composite shingle roof (charcoal color)
5. Paint all roof penetrations black

LANDSCAPE:

1. Removal all debris in front and back yard
2. Removal all weeds in front and back yard
3. Install sod in the front and back yard
4. Cut in planter boxes next to house and fence in front and back yard and plant drought tolerant plants
5. Test irrigation system and repair where needed or install one in front yard

WINDOWS:

1. Replace all windows with retro fit insert windows
2. Replace all sliders with retro fit

DEMO (INTERIOR):

1. Remove all trash in house
2. Demo kitchen and remove cabinets
3. Demo existing bathroom toilet, vanity, tile floor and shower surround
4. Remove all tile flooring
5. Scrape popcorn ceiling
6. Remove all window coverings
7. Do not damage wood floor as we are keeping it (install rosin paper to protect flooring)



GENERAL (INTERIOR):

1. Construct new bathroom where existing bedroom is (see layout)
2. Construct new stackable laundry closet in hallway (see layout)
3. Change all door hinges and hardware with brush nickel
4. Retexture ceiling
5. Install new ceiling fans in all bedrooms
6. Combine both back bedrooms to create large master suite (see layout)
7. Close off door to existing bathroom and construct new door going into master suite (see layout)
8. Change front door hardware - Home Depot #640-064 \$169

Sample Scope of Work

KITCHEN:

1. Install backsplash - DalTile Travertine 3"x6" honed \$6.11/sq ft #T711361U (installed subway style and to the bottom of the cabinets)
2. Install backsplash accent tile 4" strip – DalTile American Olean Legacy Glass Celedon 2"x2" LG03
3. Install new stainless-steel appliances
 - A. Frigidaire FFFTR2126LS 21 CF Top Freezer Refrigerator - \$625.00
 - B. Frigidaire FFFMV162LS 1.6 CF 1,000-Watt Range Microwave - \$269.00
 - C. Frigidaire FFFBD2406NS 24" Built in Dishwasher - \$295.00
 - D. Frigidaire FFFGF3047LS 30" Free Standing Gas Range - \$556.00
4. Install new faucet - Proflo PFXC8011BN Single Handle Kitchen Faucet w/ Pullout Spray (Low Lead Compliant) - \$180.65
5. Install new countertops – Rainbow Stone "New Venetian Gold" Granite
6. Install new cabinets – Home Depot American Classics Harvest Finish
7. Install 4 recessed lights
8. Paint as per color scheme



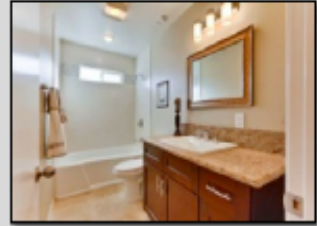
HALL BATH:

1. Install new vanity (espresso finish)
2. New Faucet - Grohe G20209002 "Eurostyle Cosmopolitan" 8" Widespread Bathroom Sink Faucet - \$160.10
3. New toilet (Elongated Bowl)
4. New tub - Sterling S610411100 "ALL Pro" 60" Soaking Tub – 128.90
5. Shower head and trim kit - Grohe G26017000 " BauLoop" Tub & Shower Faucet Trim - \$130.95
6. New shower valve - Grohe G35015000 Tub & Shower Valve - \$67.50
7. Install Tile surround – DalTile Rittenhouse Square 3"x6" Matte Almond \$2.70/sq ft #X735 (installed subway style, tile to ceiling)
8. Accent Tile 12" Strip – DalTile Stone Radiance Whisper Green Blend (installed roughly 5" up the wall)
9. Tile floor – DalTile Travertine 18" x18" Honed \$1.99/sq ft (installed subway style)

Sample Scope of Work

MASTER BATH:

1. New toilet (Elongated Bowl)
2. New tub – Home Depot #693-952 \$209
3. Install new vanity (espresso finish)
4. Tub spout - Grohe G13611000
“Eurodisc” Tub Spout - \$14.65
5. New Faucet - Grohe G20209002
“Eurostyle Cosmopolitan” 8” Widespread Bathroom Sink Faucet -\$160.10
6. Install Rain shower head and regular showerhead - Moen MS6360 2.5 GPM Flat Rain Showerhead - \$125.10 & Grohe G19595000 “ BauLoop” Shower Head with Trim Kit - \$47.25
7. Install 2 new shower valves - Grohe G35015000 Tub & Shower Valve - \$67.50
8. Install Tile Surround - DalTile Fabric 12”x24” \$3.70/sq ft #P687 (Installed subway style, tile to ceiling and tile ceiling)
9. Accent Tile on control wall – DalTile Class Reflections Subway Mint Jubilee 3”x6” 9.06/sq ft #GR15 (installed subway style)
10. Tile back splash behind mirror to ceiling - DalTile Class Reflections Subway Mint Jubilee 3”x6” \$9.06/sq ft #GR15 (installed subway style)
11. Tile floor- DalTile Veranda 13”x13” Dune \$3.70/sq ft (installed subway style)



BEDROOMS:

1. Install slab closet doors (make sure they are hollow core interior doors converted to closet doors, install ceiling and floor track as well as hardware)
2. Lighting – Home Depot Hampton Bay 2- Light Flush mount With Opal Glass, #534-435, \$39.97/ea.

PLUMBING:

1. Check all existing plumbing & repair/replace as needed, per code
2. New angle stops on all water lines
3. Check gas lines & repair/replace as needed
4. Check all drain lines & repair/replace as needed

ELECTRICAL:

1. Replace all outlets & switches
2. Check all wiring & replace where needed, per code
3. Install recessed lighting as per drawing
4. Check panel & repair/replace as needed
5. Install Dead Panel if missing
6. Check for open junction point in attic

HVAC:

1. Inspect and repair as needed

Sample Scope of Work

COMPLETION OF FINAL PUNCH LIST:

General Contracting Work - \$33,300.00

All framing, counters, cabinets, paint and patch. fixtures, backsplash, windows and doors.

Appliances - \$2,000.00

Stainless steel refrigerator, free standing range, hood and over the range microwave, dishwasher

Electrical - \$2,750.00

Install new fixtures; add recessed lighting, replace outlets and switches, panel upgrade

Plumbing - \$6,500.00

Install new toilets, facets, shower valves, kitchen sink, garbage disposal, dishwasher, add tub and shower

Landscaping - \$2,000.00

Flooring - \$1,850.00

Roofing - \$4,500.00

Staging (2-month minimum contract) - \$1,500.00

Misc. and Permits - \$1,500.00

TOTAL - \$55,900

Testimonials

"This team makes the process simple and easy. They have the knowledge and systems to get the job done!"

--Alice S.

"Once I met Karen and Alex, I immediately recognized that they had integrity and were trustworthy people. Their drive to serve others in the community exceeds expectations!!"

--Chelsea L.

"Alex and Karen were tremendously personable and easy to work with!"

--Edward P.

"I found Alex to be a strategic thinker providing thorough explanations and data to support his plans. He also works great within a team by engaging others to get a project through to completion."

--Tonya B.

"Karen's work product is consistently the highest quality. She is very inquisitive and knows the right questions to ask in order to get the job done."

--Matt P.



Frequently Asked Questions

WILL I BE REQUIRED TO SPEND A LOT OF TIME DRIVING AROUND SHOWING YOU PROPERTIES TO BUY?

No, not at all! We already know what we're looking for, and our criteria typically stay the same. While we may need you to let us inside a property occasionally, we wouldn't ask you to spend your time on wild goose chases. In most cases we can access *Supra* electronic lockboxes with our eKEY.

IS IT WORTH MY TIME TO WORK WITH AN INVESTOR?

Yes! You can automate most of the process so you're not wasting your time working on tedious tasks. By working with Seed Home Solutions, you can create a very lucrative source of income as well. In a partnership with us, you can earn multiple commissions by representing us as both the buyers and sellers' agents.

WHAT KINDS OF OFFERS DO INVESTORS USUALLY MAKE?

Our offers are in cash. They are below retail, but they are also highly valuable because they are cash offers. Some of our offers do get rejected; but, unlike traditional clients who may buy or sell a home once every five years, we make multiple transactions annually.

HOW CAN I WORK WITH SEED HOME SOLUTIONS

You have the opportunity to become what we call a "triple agent." When working with Seed Home Solutions, you can act as the buyer's agent, the listing agent, and the referral agent. In other words, you may be able to earn triple commission on a single deal. Secondly, we will actively send you leads on listings and give you the right to generate more leads by marketing our homes once the renovations are complete. We can also send buyers to you.

WHAT TYPES OF PROPERTIES DO YOU PURCHASE FROM SELLERS?

We purchase homes in pre-foreclosure, over-leveraged, condemned, liens or health department violations, not maintained, fire damaged, estate sales, stagnant listings, even about to fall down homes - we can buy it!

Taking the Next Steps

WORKING WITH US

If we haven't already, it's important that we sit down and discuss the potential ways we can work together. Once you give us a clear definition of what your goals are, we can present you with any opportunities that fit that criteria.

Contact Us Today

Email: contact@seedhomesllc.com

