

Agent FAQ

What is Home Seller Closing Insurance?

SecureMyOffer Home Seller Closing Insurance helps protect home sellers and their sales associates, if a buyer fails to close on a firm purchase agreement or cannot close on the scheduled closing date.

While outright defaults are relatively uncommon, closing delays occur more frequently and can create financial stress for sellers. The policy helps protect your client from the financial consequences if a closing does not proceed as planned.



Why would a seller want this protection?

Most real estate transactions close successfully. However, when a buyer cannot close – or closing is delayed – the consequences for your client can be significant. They may suddenly face:

- Carrying two homes at once
- Bridge financing costs
- Mortgage payments, taxes, and utilities during delays
- Legal costs pursuing the buyer
- Reselling the property under pressure

SecureMyOffer helps reduce the financial risk associated with these circumstances.

What situations can cause closing defaults or delays?

Closing problems can occur for many reasons, including:

- Financing issues that arise late in the process
- The buyer's own home sale failing to close
- Job loss or financial changes

These situations can create chain reactions that affect multiple transactions.

What does the insurance help cover?

Coverage includes financial protection related to:

- Loss if the property must be resold for less
- Relisting costs
- Mortgage interest, property taxes, and utilities
- Bridge financing costs caused by delays
- Legal expenses related to a buyer default
- Real estate commissions that would otherwise be lost

How is my commission protected?

If a buyer fails to complete the transaction, the seller and their agent may suffer financial losses.

SecureMyOffer policies include coverage that protects the commission that would otherwise be lost due to a buyer default.



How much does the policy cost?

The average policy typically costs less than \$1,000, and is dependent on the property value and several risk factors.

This represents a relatively small cost compared to the potential financial consequences of a failed or delayed closing.

Who typically pays for the policy?

There are several ways agents incorporate SecureMyOffer into transactions:

- **Seller Purchase** - Your client purchases the policy within 10 days of accepting an offer.
- **Premium Listing Service** - Some sales associates choose to purchase the policy on behalf of their client as part of their listing service.
- **Buyer Incentive** - In some situations, buyers may offer to purchase the policy to strengthen their offer and avoid competing solely on price.

What is Buy Now, Pay Later?

SecureMyOffer offers a Buy Now, Pay Later option, allowing the policy premium to be paid at closing instead of upfront.

This allows you and your client to benefit from the protection without an immediate out-of-pocket cost.

Why do sales associates need a membership?

SecureMyOffer memberships provide agents with tools to easily introduce and incorporate closing protection into their business.

Membership helps sales associates present the concept clearly to clients and integrate it into listing presentations.



What tools are available for sales associates?

Membership provides access to resources including:

- Unlimited guaranteed insurance certificates for listing presentations
- Client education materials
- Quote tools
- Marketing resources
- Guidance on incorporating closing protection into your listing strategy

How do agents typically use SecureMyOffer?

Sales associates commonly use SecureMyOffer as:

- A listing presentation differentiator
- A premium service offering
- A way to give clients additional peace of mind
- A tool to help reduce transaction risk

How can I introduce this during a listing presentation?

Many sales associates introduce SecureMyOffer simply by explaining that closing risks exist and protection is available.

For example:

“Occasionally buyers fail to close, or closing gets delayed. Through SecureMyOffer there is insurance available that can help protect you if that happens. In some cases I can even arrange that protection as part of my service.”

This positions you as an advisor focused on protecting your client’s interests.

Does this guarantee the sale will close?

No. The policy does not guarantee that a transaction will close. However, it can help protect your client from serious financial consequences if a buyer fails to close or if the closing is delayed.

