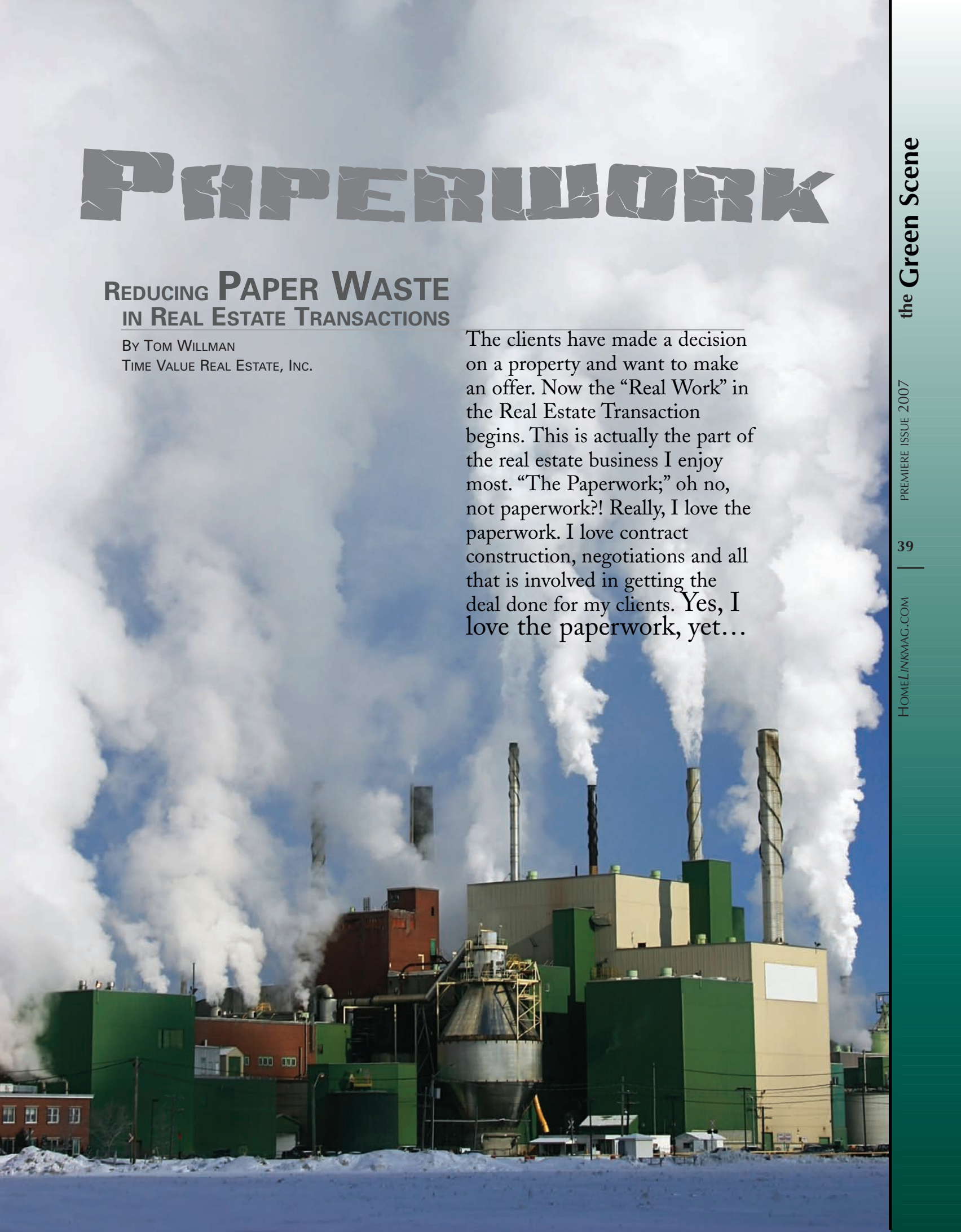


PAPERWORK

REDUCING PAPER WASTE IN REAL ESTATE TRANSACTIONS

BY TOM WILLMAN
TIME VALUE REAL ESTATE, INC.

The clients have made a decision on a property and want to make an offer. Now the “Real Work” in the Real Estate Transaction begins. This is actually the part of the real estate business I enjoy most. “The Paperwork;” oh no, not paperwork?! Really, I love the paperwork. I love contract construction, negotiations and all that is involved in getting the deal done for my clients. Yes, I love the paperwork, yet...



Is it “paperwork,” or “paper waste”? In most real estate firms, it’s “paper waste.”

I believe there are nine words that define real estate transactions: “MOVE PAPER, MOVE PAPER, FOR GOSH SAKES, MOVE PAPER!” Sad to say folks, it’s the truth, but real estate professionals will tell you, “It’s the way it’s always been done.”

We have the technology to change the way we do business. Although some real estate offices have begun to make changes, we all need to look at the amount of paper waste created by our profession. To start with, we can submit offers, counters, amendments and the like by email. The Contract to Buy and Sell Real Estate in Colorado is now twenty pages long, and some brokers print four to five sets of that form for presentation to the listing broker and seller even before it’s been executed. That’s just the start. There are Square Footage, Seller, Brokerage-Type, 1031 Exchange, and possibly Lead Based Paints Disclosures, etc., in addition to the Sales Contract or Listing Contract, just to name a few.

Traditional fax machines are not the answer either, unless the fax is received via email. I use the email fax system; it completely cuts out the need for a fax to be printed, unless you want to print it. You also can forward it to multiple parties.

Every Tuesday, our local Board of Realtors®, the MLS, gets together to present new and current listings. Any one of us hands out ninety plus sheets of paper describing a particular property. If there are only twenty-five presentations that day (and there are often more), that equates to 2,250 sheets of

The Contract to Buy and Sell Real Estate in Colorado is now TWENTY PAGES long, and some brokers print FOUR TO FIVE SETS of that form for presentation to the listing broker and seller even before it’s been executed.








SALES

- Carriage House Doors
- Custom Doors
- Insulated Metal Doors
- Lifemaster Operators
- 5 Year Warranty

SERVICE

- Free Service Call
- Spring Replacement with Lifetime Warranty
- Same Day Service
- Tune-Ups

Tim Crocket – Owner
970.819.6047
Steamboat Springs



paper! Yet this is the very same information which is already on our MLS database. Let me see... using the same formula 2,250 X 52 weeks is 117,000 sheets of paper. How many trees is that? We can do better; the technology is there. Yet using a mountain of paper is "the way it's always been done."

Think of the possibilities. Everyone one of us can be innovative when it comes to saving paper within the real estate transaction. Yes, I believe we can be creative and at the same time be legally compliant.

In Colorado, Electronic Signature Transactions have not yet been implemented due to security work yet to be done relative to notaries and related matters. It will not be long, but in the meantime, ask your title companies to reduce HOA documents, for example, to disk. Always ask yourself whether you really need to print all that you now print. The Real Estate Commission has not required original signatures on contracts for years, they know what's ahead. Let's all stop "Paper Waste." Let's get the deal done, and don't tell me "It's the way it's always been done."

Steamboat's Most Complete Frame Shop • Local's Choice Since 1976



**Custom Picture Framing
That's All We Do.**

Creative Custom Frame Design
Conservation Framing
Shadow Boxes • Needlework
Ready Made Mats & Frames

Located Downtown in the Alley
Next to the Cantina Back Door

www.eastwestframeshop.com
info@eastwestframeshop.com

970.879.5225

