

BUYER SERVICES GUARANTEE

This Coldwell Banker Schmitt Real Estate Co. Buyer Services Guarantee is the commitment that Coldwell Banker Schmitt Real Estate Co. and your Coldwell Banker Sales Associate will perform the services stated below as part of your representation agreement.

1 YOUR NEEDS, DESIRES & GOALS

We will thoroughly discuss your needs, desires, and goals, and a plan the search for your perfect property.

2 YOUR AGENCY ALTERNATIVES

We will discuss your agency alternatives.

3 YOUR REPRESENTATION AGREEMENT

We will present and explain to you the representation agreement and the special services and benefits it offers.

4 FINANCING PRE-QUALIFICATION

We will offer to arrange a pre-qualification or pre-approval appointment with a reputable lender to identify your range of affordability and to increase your negotiating strength.

5 COLDWELL BANKER TEAM SEARCH

We will present your property-search criteria to our local Coldwell Banker sales team. Our goal is to present you when possible with properties as they debut or before they appear on the open market.

6 PROPERTY SHOWING

We will show you properties that meet the criteria you have selected.

7 PROPERTY EVALUATION

We will discuss the positive and negative features of a property that may affect its value and future resale.

8 REVIEW OF SELLER DISCLOSURE FORM

We will thoroughly review with you the seller's written disclosure statement to enable you to accept or specify the remedy for each fault disclosed. Remedies for any disclosed faults should be addressed in the offer to purchase.

9 PROPERTY DISCLOSURE

We will urge you to conduct professional building and termite inspections of the property, we will review with you all inspection reports and other documents pertaining to the condition of the property and disclose all physical defects of the property that are known to us.

10 APPRAISAL CONTINGENCY

We will explain to you the option of an appraisal contingency .

11 HOME WARRANTY

We will explain to you the option and benefit of a home warranty plan to reduce your risk of repair when purchasing a property.

12 ESTIMATE OF FUNDS REQUIRED

We will provide you with a preliminary estimate of closing costs and down payment requirement in the transaction.

13 OFFER PREPARATION

We will prepare a written offer on the property you desire to purchase, with terms and conditions approved by you.

14 NEGOTIATION STRATEGY

We will prepare a negotiation strategy for the property you have selected, including a written Competitive Market Analysis and advice on the initial price and terms to offer where permitted.



SCHMITT
REAL ESTATE CO.

BUYER SERVICES GUARANTEE (CONT.)

15 OFFER PRESENTATION

We will immediately deliver your offer to the listing agent and endeavor to present your offer directly to the seller in the presence of the listing associate.

16 NEGOTIATING YOUR OFFER

We will negotiate on your behalf, per your direction, to reach a purchase agreement with terms satisfactory to you.

17 INSPECTION REMEDIES

We will work with you to request the Seller remedy items you specify after you review the building and termite inspection reports and the terms of your Offer to Purchase.

18 CLOSING THE SALE

We will closely monitor and immediately inform you of the progress of the purchase agreement, including the satisfaction of all contingencies and conditions during the entire transaction.

19 WALK-THROUGH

We will accompany you on a thorough walk-through of the property (if one is provided for in the sale contract) before closing, and we will assist you in dealing with any problems discovered during the walk-through.

20 AFTER-SALE SERVICE

We will contact you after the closing to follow up on any remaining details or service needs.

21 SERVICE SATISFACTION SURVEY

We will provide you with a confidential opportunity to give an evaluation of our services.

22 PERSONAL AND TIMELY RESPONSE

We will return your phone call or e-mail within 24 hours or less.

Should Coldwell Banker Schmitt Real Estate Co. not perform the services as stated above, you are entitled to terminate the Exclusive Buyer Brokerage Agreement. Written termination notice must state reason(s) for termination and must be presented by you, in person, to the Office Manager. You also agree to provide Coldwell Banker Schmitt Real Estate Co. with an opportunity to correct the situation within a 24-hour period following the delivery of the termination notice. If the Exclusive Buyer Brokerage Agreement with you is terminated, the termination provisions of the agreement shall apply.

If, during the agreement, you have any questions or concerns, you may reach _____, the Office Manager, at _____

You acknowledge that you have read and understand the terms of the Coldwell Banker Buyer Services Guarantee and that the agreement is not binding unless signed by you and the Coldwell Banker Sales Associate.

Buyer(s):

Buyer(s):

Address: _____

Phone: _____

Sales Associate:

Office Manager: