



**KELLERWILLIAMS.**

REALTY

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**BENEFITS OF BEING REPRESENTED  
 BY YOUR EXCLUSIVE BUYER'S AGENT**

<b><u>BENEFIT</u></b>	<b><u>SELLER'S AGENT</u></b>	<b><u>BETH JOHNSON as YOUR AGENT</u></b>
<b>Compensation</b> for buyer agent services is <b>paid by seller</b> and included in price seller accepts, whether you are represented by an agent or are assisted by seller's agent.	\$ same	\$ same
Provide <b>facts and information if you ask.</b>	Y	Y
Provide <b>all facts, info, advice and opinion</b> that agent or <b>you deem useful.</b>	N	Y
Duties and <b>loyalties are to YOU</b> , not seller. <b>Your ADVOCATE</b> throughout process.	N	Y
Agent assures <b>confidentiality</b> , divulges only that which advantages your purchase.	N	Y
<b>Help with qualifying</b> for mortgage or cash purchase, including advice about lenders, so <b>your search time is spent efficiently, looking in appropriate price ranges</b>	N	Y
Help with <b>qualifying and background info so seller will consider your offer</b>	N	Y
Facts, info, advice, opinion to help you <b>refine and conduct your property search</b> so your time is spent efficiently, looking at <b>appropriate locations and properties</b>	N	Y
<b>Full MLS data</b> on properties and status, rather than less comprehensive info on public websites, so your search time is efficient and effective	N	Y
You <b>see new listings immediately</b> thru automated MLS searches delivered directly to you, so you don't lose out to a quicker buyer.	N	Y
Make <b>showing</b> inquiries/reservations for you to see properties <b>on your schedule</b> rather than at convenience of listing agency, enabling: <ul style="list-style-type: none"> <li>• your agent to preview/evaluate to narrow your on-site time if desired</li> <li>• efficient use of your time, seeing multiple properties in a day or weekend</li> <li>• better chance for your offer to be first and/or more likely to be accepted</li> <li>• your agent to keep your foot in the door of a "hot property"</li> </ul>	N	Y
Accompany you to showings as appropriate, provide <b>advice and opinion to help you evaluate properties.</b>	N	Y
Prepare a <b>Comparative Market Analysis</b> of sold comparable properties to help <b>inform your offer price</b> , so your offer is neither too high nor too low to meet your goals.	N	Y
<b>Sellers/agents take your offer more seriously</b> --big advantage in multiple-offer situations. <ul style="list-style-type: none"> <li>• 87% of buyers use buyer's agents.</li> <li>• Sellers have more confidence in your offer because your agent's vetting of you offers assurance to sellers' agent that you are serious, ready, willing, and able to buy that type of property in that location in that price range.</li> <li>• Buyers with agents are perceived to be more informed, solid, and likely to close.</li> </ul>	N	Y

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**BETH  
JOHNSON**  
as  
**YOUR  
AGENT**

**BENEFIT**

**SELLER'S  
AGENT**

<p>Work with you to complete written offer and appropriate addenda so that <b>18 or more terms and conditions are favorable to you</b> and likely attractive/acceptable to seller, including:</p> <ul style="list-style-type: none"> <li>• <b>option period</b> length and price</li> <li>• <b>financing approval</b> deadline and terms (coordinated with your lender ahead of time) or <b>proof of funds letter</b> from your financial institution to support cash offer</li> <li>• initial and subsequent <b>earnest money</b> amounts and deadlines</li> <li>• choosing reliable, preferred <b>title company</b> for title insurance and closing services</li> <li>• who pays <b>title insurance</b></li> <li>• whether <b>survey</b> is needed, and who pays</li> <li>• how long for you to <b>review and object to title commitment and survey</b></li> <li>• how long for you to obtain and review <b>seller's disclosure paperwork</b></li> <li>• whether to obtain, and who pays for <b>home warranty</b></li> <li>• costs of <b>HOA transfer fees</b> if any, and who pays</li> <li>• <b>closing deadline</b> (including coordination with your lender)</li> <li>• whether to allow <b>seller leaseback</b> and how much to charge</li> <li>• whether to ask for <b>seller to pay your closing costs</b> and how much</li> <li>• whether there are <b>items seller is excluding</b> from sale</li> <li>• <b>non-realty items</b> you want to purchase or receive gratis</li> </ul>	N	Y
<b>Negotiate offer on your behalf</b>	N	Y
<b>Problem-solve on your behalf throughout contract-to-close process</b>	N	Y
<p>Assure that you meet <b>7 performance deadlines</b> to:</p> <ul style="list-style-type: none"> <li>• <b>avoid losing your right to terminate</b> at various points for various reasons</li> <li>• <b>avoid defaulting</b> to possible backup contract</li> <li>• <b>avoid losing your earnest money</b> if you do terminate</li> <li>• <b>negotiate from strength at appropriate times as needed</b></li> </ul>	N	Y
Help you <b>evaluate seller's disclosure</b> paperwork	N	Y
Provide <b>referrals for inspection firms</b>	?	Y
Work with others to appropriately <b>schedule your inspection, survey, appraisal</b>	?	Y
<b>Attend your inspection</b> with you, <b>help you evaluate</b> inspection report	N	Y
Advise/help schedule any needed <b>subsequent evaluations by construction professionals</b>	N	Y
Advise, <b>negotiate on your behalf any desired repair/price/closing date amendments</b>	N	Y
Help obtain, review, advise on <b>deed restrictions, easements</b> , etc.	N	Y
Review/advise on <b>survey</b> – encroachments? area discrepancy? violations?	N	Y
Coordinate/review/advise on <b>title search and title insurance commitment</b>	?	Y
Review/advise/ <b>negotiate relative to appraisal</b>	N	Y
Your advocate to assure <b>receiving settlement statement in time for you to review</b>	N	Y
Identify and work with title company to <b>correct inaccuracies</b> in settlement statement	N	Y
<b>Explain settlement statement</b> to you	N	Y
Schedule and attend final <b>pre-closing walk-thru</b> with you	N	Y
<b>Negotiate</b> any needed <b>change-in-condition repairs</b> by seller	N	Y
<b>Attend closing with you</b>	N	Y