

MAX BUSINESS GROUP

REAL REAL ESTATE SERVICES

TAKING A BUSINESS APPROACH TO THE BUSINESS OF REAL ESTATESM

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What will YOU do with all the money you save?

This chart presents typical savings my clients experience when buying or selling income producing property.

The savings represent the difference between my ethical "capped rate" fee schedule and the %-of-sale-price method typically used when agents charge for their services.

NOTE: Saving examples were calculated using a negotiated commission of 3.5% of sales price for Buyers; and 7% (both sides) of sales price for Sellers. Actual savings may vary based on commissions negotiated between buyer, seller, & their agent. All commissions are negotiable in PA.

Income Producing Property	Buyers: Save up to	Sellers: Save up to
\$200,000	\$0	\$0
\$300,000	\$2,000	\$6,000
\$400,000	\$5,000	\$12,000
\$500,000	\$8,000	\$18,000
\$600,000	\$11,000	\$24,000
\$700,000	\$14,000	\$30,000
\$800,000	\$17,000	\$36,000
\$900,000	\$20,000	\$42,000
\$1,000,000	\$23,000	\$48,000

Beyond my "capped rate" fee schedule, my "*business approach*" helps my clients keep even more cash in their pocket at closing based on the way I strategically:

- write, present, and negotiate contracts
- engage other outside experts when needed
- reply to and negotiate findings from inspection reports
- create and control sales cycle timing in clients best interest
- keep closing on time by constantly monitoring entire process
- review HUD-1 for financial accuracy and get errors repaired fast
- represent you and answer any questions you might have at the closing table



Max Wilson
Real Estate Investment Strategist

724-368-3650 Ext. 250
MaxWilson@MaxBusinessGroup.com
www.MaxBusinessGroup.com

