

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 new home construction .

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% of sales price for Buyer's agent (typically paid by Seller). Actual savings may vary based on commissions negotiated between buyer & their agent, and, any contributing commission paid by seller. All commissions are negotiable in PA.

Residential Property	Buyers: Save up to
\$200,000	\$0
\$300,000	\$3,000
\$400,000	\$6,000
\$500,000	\$9,000
\$600,000	\$12,000
\$700,000	\$15,000
\$800,000	\$18,000
\$900,000	\$21,000
\$1,000,000	\$24,000

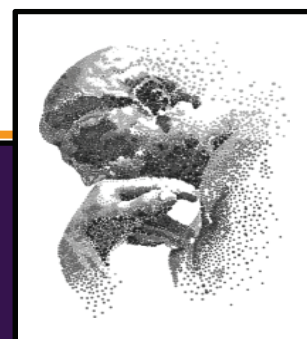
Beyond my “capped rate” fee schedule, my **“business approach”** helps my clients **keep even more cash** in their pocket at closing based on the way I strategically:

- 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



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Max Business Group Real Estate Services

Fee for Service Rate Schedule as of September 5, 2006

(fees subject to change without notice)

The fees charged by any Partner of the Max Business Group Real Estate Services Division is restricted to a **capped percent commission** when representing buyers or sellers in a new home construction real estate transaction. A flat hourly rate of \$150/hr will be charged for all additional work contracted for outside the scope of the New Home Construction Service Protocol.

Fee for Service Rate: New Home Construction- Buyer

New home construction is defined as the future development of a man/woman made structure on vacant land. It may include land or lot and required contract with reputable builder. If land only is being purchased, see Undeveloped Land for rate structure.

- **Fees for Buyer Representation:** **4% of selling price with a \$6,000 cap (which ever is less)** plus an hourly rate of \$150.00* per hour for time contracted for outside the scope of flat rate service. *NOTE: A reduced fee of \$6,000 will be provided to any buyer who has identified their ideal property and is ready start the buying process.*

***Additional Contracted for Services:** Before providing additional services, the need for the additional service must be discussed, estimated and contracted for, with the customer, before any service is rendered using the Max Business Group Contract for Additional Services form. As with all transactional documents, that form, once signed by customer or client, must become part of the working file immediately.

MBG Fee for Services: New Home Construction- Buyer

Our Fees: \$6,000 flat rate plus \$150 hr for work contracted for outside this protocol

Our Service Protocol

1. Explain your rights and choices as a potential consumer of real estate services in Pennsylvania
2. Listen to understand the current and future needs of all parties involved
3. Explain the buying process and our professional role in it
4. Explain why “Taking a Business Approach...” can save you thousands and thousands of dollars
5. Explain our Single Client Representation policy- Representing Only You!
6. Open discussion to ask and get additional questions answered: Agree to work together
7. Sign Business Relationship Between Broker and Buyer
8. Create and prioritize targeted buying criteria for property selection
9. Work to find best mortgage package for project. Work with lender to get pre-approval letter
10. Identify properties with highest potential to meet ALL buying criteria during entire process
11. Conduct private viewings of up to 5 selected properties across two days. May contract for additional search and viewings based on changing needs or marketplace variables
12. Research and collect additional data on properties that are to be moved forward on
13. Create, develop and agree on buying strategies
14. Construct accurate and comprehensive estimated costs for property purchase
15. Create, review, and accept estimated project costs *before* writing contract
16. Construct all contracts to your advantage and base them on agreed to purchase strategy
17. Present, discuss, and negotiate contract and all counter offers in your best interest
18. Upon acceptance of an executable contract, start the lending process
19. Schedule and manage all logistical issues including inspectors and appraisers
20. Work to find and lock in best title company for project
21. Keep you informed of all issues, timing, and progress of sale
22. Quality process check by my Broker
23. Structure content and re-negotiate contract based on inspector or appraiser findings
24. Submit all final project documents to lender and title company as needed
25. Review HUD1 sheets for errors and have mistakes corrected
26. Conduct a final walk through on day of closing
27. Represent you at closing
28. Follow up after the sale