

## **Mills Realty Buyer Rebate and Exclusive Buyer Agreement**

**Seller pays the commission on the sale of a home!**

"We offer significant buyer incentives on *ANY Resale Home* listed with *ANY Real Estate Company* OR *New Home Construction* throughout California. **The Seller or Builder is paying our commission so we represent you, the buyer, for free.** As our many satisfied clients can attest, we offer full service, first class Buyer Agent services."~ Simon Mills, Broker, Mills Realty

Why and How does our relationship work?

Our relationship with you and this rebate is based on our expertise as real estate Consultants and your ability to search and find properties that are currently on the market. Your part is easy. As you know, in today's real estate market, everything that is listed on the multiple listing services is available to be seen on hundreds of duplicated websites. Independent surveys state that 98% of buyers search the Internet to find a home. Virtually no one surveyed said that their agent found them a home that they had not seen on the Internet or by driving around. If you are one of the 98% of the buyers out there doing their own work, we figure why not pay you for your efforts so that we can serve more people and focus on the contract and process as our expertise. We know that this process will not work for everyone and we will help you find the home as a high priority client if needed – we still know how to do that too.

Is this legal?

The real estate law in California says that we can give a broker incentive to any buyer as long as the buyer is listed on the settlement statement as a principal. On a side note, the law also states that we cannot give a referral fee to a person that is not a real estate agent when they send a friend to us to use the rebate. But, with that said, please don't forget that your referrals are greatly appreciated! We need more raving advocates and we will earn your respect, your future business and your friends.

What you need to do next (like right now – before you see any other properties)!

Immediately meet with a Mills Buyer Consultant to become a Mills client. Becoming a Mills Realty client helps ensure that we will be free to represent you and your best interests and not those of the sellers. We will also be eligible to receive a commission that is paid by the seller of the home. We will do our best to allow you to see houses outside of the rebate, but we must schedule the showing for you with the seller and/or listing agent. Otherwise the listing agent may claim that they are entitled to the full commission.

Homes that you are serious about purchasing and have seen prior to becoming a client will need to be discussed with the listing agent by us to determine their rights to procure

the whole commission. IT IS VERY IMPORTANT THAT WE BECOME ENGAGED IN AN AGENCY RELATIONSHIP IMMEDIATELY to protect our right to a commission, thus giving you the rebate.

**Mills Realty Buyer Rebate**

What are each of our duties?

While under an Exclusive Buyer Agreement with Mills Realty, our duties will include:

- \* Confidentiality
- \* Expert guidance and advice about the resale potential of the homes that you are interested in that we see with you
- \* Thorough contract negotiation
- \* Inspection negotiation
- \* Closing set-up, advice and review of settlement statement

While under an Exclusive Buyer Agreement with Mills Realty, your duties will include:

- \* Advising others that you are represented by Mills Realty as a client
- \* Searching and doing an exterior preview of homes that interest you
- \* Reasonable intent to purchase a property with good faith

**Your rebate payout is based on the amount of properties we see with you:**

**1 to 25 properties  
26 properties or more**

**1% of Purchase Price  
\$ 500.00**

There is no time limit. You may take as long as you need to find your home. We will not write a contract without seeing the home first. Your rebate will be credited to you during escrow or ready for you to pick-up or mail 5 business days after closing...the choice is yours.

Congratulations on finding California's best kept secret for buying and selling real estate.

Set up your meeting with us today by calling **818-642-2224**.

I understand my responsibilities and the pay-out of the Mills Realty Buyer Rebate.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

Termination of Agreement

by buyer \_\_\_\_\_

by agent \_\_\_\_\_

Buyer understands that any property that has been shown to Buyer by Mills Realty, while in this Agreement with Mills Realty, will be applicable to a commission of at least 3% of the sales price if the Buyer purchases the property within 30 days of termination of this agreement. If Seller is not willing to pay this commission, Buyer will be responsible to pay to Mills Realty.

This termination will not be effective until an executed copy is signed by Mills Realty and received by Buyer. Execution by Mills Realty usually occurs within 48 business hours.

Date: \_\_\_\_\_

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Printed Name

Mills Realty Authorized Signature \_\_\_\_\_

Date: \_\_\_\_\_