



UNDERSTANDING Real Estate Representation

In real estate, having a licensed professional, or agent, represent your interests during a property transaction is crucial. Agents play distinct roles tailored to serve different client needs.

Let's explore the options available to you.

SELLER AGENCY (LISTING AGENT)

Role: Exclusively represents the Seller in marketing and selling their property.

Why you need one: To maximize property value, attract qualified buyers, and handle the complexities of the selling process.

Compensation: Typically a percentage negotiated between the Seller and the Listing Agent.

BUYER AGENCY (BUYER'S AGENT)

Role: Exclusively represents the Buyer in finding and purchasing a property.

Why you need one: To advocate for your interests, negotiate the best price and terms, and provide expert guidance & negotiation skills.

Compensation: Typically negotiated between the Buyer and Buyer's Agent, and may be paid by the Seller to some amount if negotiated correctly.

DUAL AGENCY - (NOT GENERALLY ALLOWED IN TEXAS)

Role: Represents both the Buyer and Seller in the same transaction.

Why it's used: When List Agent assists both Buyer & Seller as one agent

Compensation: The specific arrangement should be clearly outlined and agreed upon by both parties who agree and understand the potential conflicts of interest.

DESIGNATED AGENCY OR INTERMEDIARY AGENCY

Role: Two agents from the same brokerage represent different sides of the transaction.

Why it's used: To mitigate potential conflicts of interest in dual agency situations.

Compensation: Similar to Buyer/Seller agency it's negotiated between Buyer and Seller, but with clear designation of who represents which party.

It's essential to understand these different roles and discuss compensation arrangements with your agent upfront to ensure clarity and transparency. I am committed to providing clear and transparent representation. Contact me to discuss your specific needs.



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BUYERS AGENT compensation

A buyer's agent is your dedicated advocate, providing expert guidance throughout the home buying process. They bring invaluable market knowledge, negotiation skills, guidance, and paperwork management to the table. Their services often save you time, money, and stress, making them a worthwhile investment in your home buying journey.

HOW ARE BUYERS AGENTS compensated?

•OPTION 1: SELLER IS OFFERING COMPENSATION TO BUYER'S AGENT

Historically and commonly, the Seller's agent has paid the Buyer's agent a split of their fee. This is no longer standard. Your agent will verify in advance what compensation level the homes you wish to view offer for their services.

•OPTION 2: SELLER IS OFFERING SOME COMPENSATION BUT NOT ALL

Sometimes, Sellers offer a lower commission than you've agreed on with your Buyer agent. In these cases, your agent may:

•NEGOTIATE WITH THE LISTING AGENT TO SECURE THE FULL COMPENSATION

•BUYER AGREES TO INCREASE YOUR OFFER PRICE TO COVER BUYER AGENT COMPENSATION GAP

•BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE.

•OPTION 3: SELLER IS **NOT** OFFERING ANY COMPENSATION TO BUYER'S AGENTS

In rare instances, a Seller may choose not to offer compensation to a Buyer's agent. When this occurs, your agent's compensation structure may change.

•YOUR AGENT NEGOTIATES WITH THE LISTING AGENT TO SECURE THE FULL COMPENSATION

•BUYER AGREES TO INCREASE YOUR OFFER PRICE TO COVER BUYER AGENT COMPENSATION

•BUYER AGREES TO PAY THEIR AGENT DIRECTLY AT CLOSING TO COVER THE DIFFERENCE.

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS.

LEVELS OF SERVICE

COMPENSATION OPTIONS FOR HOME BUYERS

SILVER PACKAGE

2.5%
COMPENSATION

- Strategy Session
- Setup Home Search
- Schedule Home Showings
- Contract Writing
- Contract Negotiation until Under Contract
- Keep Transaction on track
- Final Walkthrough Guidance

GOLD PACKAGE

2.7%
COMPENSATION

- EVERYTHING IN PACKAGE 1 +**
- CMA of top 3 properties
 - Write up to 3 contracts if Buyer backs out on any contract
 - Weekly Email Updates
 - Interface with Lender
 - Coordination of Inspections
 - Attend Property Inspections
 - Negotiate 'Repairs'
 - Review of Closing Documents
 - Attend your Closing

PLATINUM PACKAGE

3%
COMPENSATION

- EVERYTHING IN PACKAGE 1&2 +**
- Premier Service Provider List for Inspections
 - Appraisal Feature Packet
 - Home cleaning Service prior to move-in
 - New home binder
 - 1-Year Home Warranty
 - Bi-yearly CMA of your new property

CHOOSE PLAN

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LIMITED SERVICE PLANS:

Introduction to Service: Initial Buyer consult, 3 home tours, list of area homes in price range. If you would like us to provide full representation, this amount will be credited to you at Closing. Payable before showings.

Limited Service-No Representation: Simple single contract writing with Market Analysis. If contract is accepted, Buyer to follow up direct with title company/ attorney until Closing. Payable upfront.

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Unlocking

YOUR REAL ESTATE ADVENTURE

I'm thrilled you've chosen me to guide you through the exciting process of finding your dream home. This document details the terms of our Buyer Representation Agreement, which we encourage you to review carefully. LPT Realty is dedicated to providing exceptional service and ensuring a seamless and successful home buying experience!

SERVICES WE PROVIDE WITH BUYERS AGREEMENT

CORE SERVICES

- **Property Search and Acquisition:** Identify and show ideal properties.
- **Market Analysis and Insights:** Provide comprehensive market data for informed decision-making *subject to valid package*
- **Exclusive Property Access:** Showings without overlapping competition

CLIENT SUPPORT AND GUIDANCE

- **Property Showings:** Coordinate and conduct property viewings.
- **Offer Strategy and Negotiation:** Develop competitive offers and represent clients' interests.
- **Transaction Management:** Correctly oversee the entire buying process.

COMPREHENSIVE CLIENT CARE

- **Due Diligence Support:** Assist with inspections and evaluations.
- **Financial Coordination:** Facilitate mortgage and financial planning.
- **Closing and Post-Sale:** Manage the closing process and provide ongoing advice.

DEDICATED PARTNERSHIP

- Serve as a fiduciary & educated advisor throughout the home buying journey.

COMMUNICATION

- **Communication:** Maintain truthful, honest, and timely communication throughout the process.

AVAILABILITY AND COOPERATION

- **Accessibility:** Be available for property showings, discussions, and decision making in a timely manner.
- **Decision-Making:** Educate you in decisions and fully cooperate, including providing necessary documentation and property access.

FINANCIAL AWARENESS

- **Financial Commitment:** Provide accurate and timely financial information critical to your transaction

EXCLUSIVE REPRESENTATION

- **Exclusive Agreement:** Exclusive representation with Buyer which allows my full dedication to your home search- *with signed Buyer Representation Agreement*



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Let's connect!

