



JOHNSON & WILSON

REAL ESTATE COMPANY

Boutique Excellence Assurance

This Johnson & Wilson Real Estate Company Seller Services Guarantee is the commitment that our company and your Realtor will perform the services stated below as part of your representation agreement.

Customer Service

Property Review: Based on your own needs, we will preview your home and make recommendations on how to prepare your home to be placed on the market. This may include staging advice, minor repairs, or major updates.

Home Showings: Once we fully prepare your home for the market, we will focus our attention to marketing to potential buyers who are looking for a home in your area at your price point.

Personal and Timely Response: We will return your phone call or email within 24 hours or less and provide you with a weekly update on efforts to sell your property. Any feedback, positive or negative, received from showing agents will be provided to you upon receipt.

To prepare for your move: We will assist you in finding a new home to move to in our area, or we are able to refer you to an agent in your destination city who will take care of your buying needs.

Representation

Johnson & Wilson Listing Presentation: We will provide you with a personalized Listing

Presentation specific to your property. This presentation includes many options and serves as a guide through the home selling process.

Gold Certified Home: We will explain to you the option of offering your home as a Gold Certified Home. This includes a Home Protection Plan and pre-inspection to reduce the risk of the potential buyers having to make repairs after purchase.

Seller Counseling Session: We will conduct a seller counseling session to discuss your motivation and goals for selling your property to formulate a marketing plan.

Seller Representation: We will discuss in detail the nature of your seller representation choices as well as explain other options. We will present and explain the representation agreement and the special services and benefits it offers. Johnson & Wilson clients have unique access to discounted services and programs that many sellers find attractive.

Home Evaluation: We will discuss the features of your property that may affect its value. This is not a home inspection, but a discussion of the attributes that home buyers place a premium

upon when purchasing a home. This discussion will lead us to determine a fair market value for your home in today's market. We will put together a Sellers Net Sheet to show how much you stand to gain from the sale of your home.

Special Programs: We will discuss the availability of special programs, such as Renovate to Resale that may help improve the value of your home prior to placing it on the market.

Transaction Assistance

Property Disclosure: We will review with you any inspection reports and other documents that pertain to the condition of the property and all physical defects of the property provided to us.

Review of Seller Disclosure: We will review with you the Sellers Disclosure Statement to ensure that it is an accurate disclosure of the property condition to the best of your knowledge. We will explain how the condition of the home may affect the types of financing available to potential buyers. We will determine if you are willing to make any repairs to correct known issues.

Negotiation Strategy: We will

prepare a negotiation strategy for the property, including a written Comparative Market Analysis, and advice on any offers presented.

Offer Presentation: We will present all offers as they are received. We will discuss what to do in the case of multiple offers. We will discuss offers with you and, in turn, respond to the buyers agent regarding the offer received. We will modify the Sellers Net Sheet to show the breakdown of the closing costs as presented in the offer so are able to see how much money you should clear.

Pre-Settlement Inspection: We will walk through the home after it has been vacated to be sure that there are not any problems that the buyer may discover on their final walk through.

Closing the Sale: We will monitor and inform you of the progress of the purchase agreement by keeping in touch with the buyers agent, buyers lender and closing attorneys.

After the Sale: We will follow up after closing to make sure there are not any remaining details or service needs.

Should Johnson & Wilson Real Estate Company not perform the services as stated above, you are entitled to terminate the representation agreement. Please keep in mind that state and local regulations and practices may restrict some services. Written termination must be presented by you in person to the Broker In Charge or Sales Manager. You also agree to provide Johnson & Wilson Real Estate Company with an opportunity to correct the situation within a 24 hour period following the delivery of the termination notice. If the representation agreement with you is terminated, the termination provisions of the representation agreement shall apply.



843.486.1600
johnsonandwilson.com

Sellers)

Date

Address

Phone

Email