



JOHNSON & WILSON

REAL ESTATE COMPANY

Boutique Excellence Assurance

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

✂ Financing

Financing Pre-Approval: We will offer to arrange a pre-approval appointment with a reputable lender to identify your range of affordability and to increase your negotiating strength.

Estimate of Closing Costs and Funds Required: We will provide you with a preliminary estimate of your closing costs and down-payment requirements that is anticipated in the transaction.

Good-Faith Estimate from Lender: You will benefit from our experience in working with financial institutions to receive an estimate from a lender. We will assist you in comparing good faith estimates from multiple lenders.

✂ Customer Service

Property Reviews: Based on your own criteria and needs, we will preview targeted properties in a timely and diligent way. We will do this both on the Internet, as well as by personally viewing properties in order to help you make a decision in the quickest way possible.

Home Showings: Once we fully understand your home requirements, we will focus our attention to showing you those

homes on the market that are in the right location and at the right price.

Personal and Timely Response: We will return your phone call or e-mail within 24 hours or less and provide you with a weekly update on your search for a property.

Johnson & Wilson Real Estate Company Homebuyer Guide Book: We will provide you with a copy of our Homebuyer Guide Book and explain how you can use it as a road map through the homebuying process.

✂ Representation

Buyer Representation: We will discuss in detail the nature of your buyer representation choices as well as other issues and alternatives. We will also present and explain to you the representation agreement and the special services and benefits we offers. J&W Clients have access to discounted services and programs.

Buyer Counseling Session: We will conduct a buyer counseling session to discuss your needs and goals to plan the search for your property.

Home Evaluation: We will discuss the features of a 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.

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

✂ Transaction Assistance

Review of Written Seller Disclosure: We will review with you the seller's written disclosure statement to enable you to accept or specify the remedy for each fault disclosed. At your direction, we will seek remedy for any disclosed faults in the offer to purchase.

Home Protection Plan: We will explain to you the option of a home protection plan to reduce your risk of repair after purchasing a property.

Home Inspection: We will work with you to request the seller to remedy the items you specify after your review of the building and termite inspection reports as your offer to purchase specifies.

Negotiation Strategy: We will prepare a negotiation strategy for

the property you have selected, including a written Competitive Market Analysis and advice on the initial price and terms to offer where permitted.

Offer Presentation: We will prepare an offer to purchase at your request and insure that your best interest is protected. We will immediately present that offer to the seller or their representation and any additional documents that may assist us in our negotiations.

Inspections: We will accompany you or your home inspector on a thorough inspection, re-inspection and final walk through inspection of the property before closing. We will assist you in dealing with any deficiencies discovered during the inspections.

Closing the Sale: We will monitor and inform you of the progress of the transaction that follows the purchase agreement.

After the Sale: We will contact you immediately after the closing to follow up on remaining details or service needs.

Love It or Leave It Promise: If you are not completely satisfied with your home purchase within one year, we will list and sell it for you for free.

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

Buyer(s)

Date

Address

Phone

Email