

Buyer Rebate

Handbook

The complete guide on

**“How to buy your next
property & earn a
rebate at closing”**

Thank you for choosing Amerisell Realty as your “buyers broker” to buy your next property. I’ve put this guide together for you to help you better understand all of the complexities of buying your next home AND earning our rebate.

The idea of getting a rebate at closing is not new. This is the natural progression of the industry due to the internet and your ability to find homes without a Realtor. The concept is that buying and selling real estate is simply a transaction. While the real estate transaction can be complex and full of emotions, it is none the less a transaction.

If you as a buyer are willing to do the majority of the work you should be compensated for it.

In the old days the commission was around 6% or so. With our flat fee programs you can sell and eliminate the 3% on the sell side. This buy side 3% is simply the next area of high commission to be adjusted.

| Commission the old way | | | |
|---|-----------|---------------------|----------------|
| Sale price: | \$300,000 | Typical commission: | 6% |
| Listing agent 3% | \$9,000 | Buyers agent 3% | \$9,000 |
| Commission the AmeriSell Realty way | | | |
| Sale price: | \$300,000 | Typical commission: | 6% |
| Listing agent 3% | \$9,000 | Buyers agent 3% | \$9,000 |
| Buyer rebate 50% of our half (3%) | | | \$4,500 |
| Listing agent (Showing Incentive Fee, SIF) 10% of our 3% | | | \$900 |
| Amerisell Realty buyer’s agent commission 40% of our 3% | | | \$3,600 |

How to earn your rebate

1. **Sign our buyer agency contract:** This way all other Realtors know you are working with and are represented by another Realtor.
2. **Make sure you are pre approved:** Realtors don't like to waste time showing homes to people that cannot get a mortgage so it is essential you get preapproved AND have the preapproval certificate with you when you view homes.
3. **Let the listing agent know they will earn a part of our commission too:** We rebate 10% of our commission to the listing agent as a courtesy to show their listings to you WITHOUT us being present.
4. **Sign up for our "Listing Match":** This is a form you complete online that gives us information on the type of home you're looking for. We then input your criteria into your M.L.S. When a home is listed or the price reduced that meets your criteria you are emailed automatically! This is huge as you will be the FIRST TO KNOW when a home is listed. You get emails before the home gets to Realtor.com.

Potential resistance: Most Listing agents will expect you, the buyer to be accompanied by your Realtor, in this case AmeriSell. Since we will not be accompanying you to listings, the listing agent must either show you the property or let you contact the seller direct to get in the home (unless there is an open house).

There may be slight animosity on the part of the listing agent as they expect us to show you their listing. This is why we offer 10% of our commission to them so they are more than happy to help get you in the homes you wish to see!

In the past, buyer's agents scheduled AND attended showings. True, they want their listing sold but both listing agent and buyers agents have their "perceived" duties to earn their commission.

You are fully represented: We bring over 20 years of experience and hundreds of closing to the table. As your buyer's agent, we are committed to getting you the lowest price and best terms on your next home!

With AmeriSell Realty, you have the best of both worlds; Flat fee listings to save you thousands selling and buyer rebates when you're buying.

We are committed to making the home buying and selling experience the best it can possibly be while saving you the most money possible.

Yours truly,

Jeffrey M. Kermath
Broker / owner

Note: We recommend all buyers seek the advise of an attorney as additional representation when buying property. While using a Realtor to represent you can work most of the time, it may be prudent to obtain the services of an attorney.