

TO MY VALUABLE CLIENT OR CUSTOMER from Camellia

May I share with you some important information about the real estate relationship and how it works here in North Carolina?

As a RE/MAX Preferred Associates Realtor, I can show you all properties currently offered for sale throughout the Greater Triangle and surrounding areas. I have on-line computer access to all properties listed through the multiple listing service in this area. Plus, I can show you homes in any new home community and give you an honest and balanced opinion of the area. I can show you any home listed for sale by owner and protect you and your interests.

As a Real Estate Broker, I am paid on a commission basis by the Seller, Developer, Builder or Owner of the property either through the Listing Office or otherwise. Typically, I do not receive any compensation from the Buyer(s). I receive my portion of the real estate commission after you close on your home. The compensation has already been agreed upon with each Seller when they listed their property for sale. It is paid by the seller to the listing real estate Company and therefore, shared with the listing Company, the listing Realtor, the selling Company and the selling Realtor.

You become my Client when you sign a Buyers Agency Agreement, which means that I work for you entirely, protect your interests completely and get you the best possible price and terms. My fiduciary responsibility is to you.

You are my Customer when you elect not to sign a Buyers Agency Agreement with me and therefore, I work entirely and completely for the Seller to get them the best possible price and terms. My fiduciary responsibility is to the seller. Under North Carolina law, I must disclose whom I am working for.

As a RE/MAX Preferred Associates broker associate, I am an Independent Contractor. Working as a self-employed person, I am responsible for all of my own business expenses including my automobile, gasoline, telephone, meals, office, office supplies, marketing materials, computer and software, cell phone, web presence, etc. My company does not reimburse me for my expenses. Instead, I am happy to bear these costs in anticipation of concluding a successful sale. Happy buyers are my goal!

For the above reasons, your loyalty to me is greatly appreciated. Should we decide to work together, we will work as a team. You will receive the benefits of my knowledge of the marketplace, strong negotiating experience, resources, skills and real estate experience and RE/MAX Preferred Associates in return for your loyalty.

Please rely on me exclusively. Call me if there are specific properties you would like to visit. If you should stop by an Open House or new home communities without me, please tell the real estate agent that you are working exclusively with me in your search for a home.

TOGETHER, WE CAN BE SUCCESSFUL IN FINDING JUST THE RIGHT HOME FOR YOU. PLEASE KNOW THAT I WILL LEAVE NO STONE UNTURNED IN HELPING YOU FIND JUST THE RIGHT HOME.