

JOHN BROOKS REALTYSM
"Full Quality Service – Discount Rates"SM
4827 Laguna Park Dr. Suite #1-A, Elk Grove, CA 95758
(916) 372-SAVE (800) 405-7376

Full Service, Exclusive Agency Listing¹ Brochure

(Broker is referred to as we, us, our. Seller is referred to as you, your)

- I) Required initial listing fee for your property of \$495 includes these services:
- A) Posting on your local Multiple Listing Service (MLS) within two business days of executing the Listing Agreement.
 - B) Posting your listing on our Website: www.JohnBrooksRealty.com.
 - C) Providing you with comparable sales & listed prices of properties similar to your property at no charge.

We Accept:



- II) Other **no cost services** provided after Initial Listing Fee:
- A) Posting on the MLS sets up for your listing to be posted **automatically** to Realtor.com® within one to two business days.
 - B) A picture is taken of your property and posted on local MLS, Realtor.com®.
 - C) We provide you with advertising flyer of your property to be placed in a flyer box on your property and posted on our web site. (We invite your input, but **final advertising content is at our discretion**. Advertising for our services may appear on the flyer at our option).
 - D) We will post five additional pictures **provided by you**, of your property in .jpg format, if you choose not to use the Virtual Tour Option listed below under Optional Additional Fee Services.
- III) A processing Fee of 1.75%, **payable only upon the successful closing of an escrow**, for the following Broker services:
- A) Analyzing the merits of any offers to purchase.
 - B) Computing your net sheet (estimated net proceeds from sale) upon receipt of any offers.

¹ An Exclusive Agency Listing Contract allows, you as owner of the property, the option to find your own buyer and pay no buyer's agent commission. You pay us only an additional .75% (3/4 of 1%) fee for processing the buyer's side of escrow. If we, or a cooperating brokerage, find a buyer for the property, you pay us or them the advertised selling broker commission as **determined and offered by you**.

- C) Developing, communicating, and presenting counteroffers.
- D) Opening an escrow with a Title Company.
- E) Prepare for you, as required or requested, orders for:
 - 1) Termite Inspection Reports and any:
 - (a) Requests for repairs, based upon report
 - (i) As negotiated by you and buyer
 - (ii) And or required by lender.
 - 2) A roof certification report required by your contract.
 - 3) A home inspection as determined by contract terms.
 - 4) A Home Warranty Protection Service (HW).² Approximate Cost of \$350. Cost negotiated between you and Buyer. You may additionally purchase the HW for approximately \$21 per month at beginning of listing, through the term of listing, payable at close of escrow (COE).
 - 5) Order & assist you in preparing Property I.D. **Mandatory** Disclosure Program. Additional Cost to you \$99.00. Includes:
 - (i) Natural Hazard Disclosure Statement – Includes approximately 25 disclosures required by CA law & regulation. Includes 4 copies
 - (ii) Listing Package. Includes: Eight mandatory CA required disclosures
 - (iii) A \$20,000 Errors and Omissions Policy on all parties to contract.
- F) Review with you, prior to close of escrow, the Estimated Seller's Net Proceeds provided by the Title Company.

IV) Optional Additional Fee Services³:

- A) Provide a pictorial Virtual Tour of your property by third party vendor on MLS, Realtor.com®, and our website. Cost \$190. Virtual Tour includes five 360° views of your property taken by professional photographer. We will obtain several pictures from Virtual Tour Company and post up to six pictures on the MLS, and Realtor.com at no additional charge.
- B) Provide you with a Supra Lock Box⁴. Rental fee of \$100.
- C) Provide for you an open house “Host” for 4 hours, who will set up and take down open house signs, and host your open house. Cost \$175.
- D) Should you desire to hold your own open house, we will rent to you quality open house signs and stands @ \$10 each for the term of the listing. (We ask that you return them during periods in which you are not holding open house. Lost or damaged signs require a \$35 replacement fee charged to you per sign)

² A Home warranty policy insures some “systems” (i.e., heating, plumbing, etc.) and built-in appliances that are in good working order at the time of policy issue against failure. If they should fail, they are repaired or replaced for a nominal fee. Ask your vendor for a home warranty brochure. This description of a home warranty policy is not a binding contract. Your home warranty contract, if purchased, defines coverages and policy limitations.

³ Upgrades of services are allowed at any time during the listing period. You may upgrade any Optional Additional Fee Services, Numbers 1& 2. Should property fail to close escrow for any reason, costs paid in advance above are not refundable.

⁴ **If lockboxes are placed on Metrolist® listed properties, they must be Supra Lockboxes by rule of Metrolist®, unless you sign a waiver with MLS. Supra Lockboxes** electronically track agent entries and provide a reliable system for security during the real estate selling process.

EXAMPLE OF COMMISSIONS & SAVINGS ON \$500,000 SALE:

Estimated Selling Price:	\$500,000	
MLS Entry Fee	\$495	
Optional Virtual Tour Fee	\$190	
Supra Lock Box Rental	\$100	
Other Optional Costs		
Total Up Front Fees	\$785	
John Brooks Realty Seller's Processing Fee	\$3,750	¹ 1.75%
Total John Brooks Realty Listing Commission	\$4,535	0.91%
Buyer's Brokerage Commission ¹	\$12,500	2.50%
John Brooks Realty Buyer's Processing Fee ²	\$3,750	0.75%

COMPARISON OF JOHN BROOKS REALTY RATES WITH TRADITIONAL 6% COMMISSION RATES:

Selling Price	\$500,000		
Customary 6% Commission		\$30,000	6.00%
John Brooks Realty Listing Commission	\$4,535		0.91%
John Brooks Realty Buyer's Processing Fee ²	\$3,750		0.75%
Total Sales Commission if Buyer is unrepresented.	\$8,285		
Savings if sold by Owner, no Buyer's Agent Involved		\$21,715	4.34%
John Brooks Realty Listing Commission	\$4,535		0.91%
Buyer's Brokerage Commission	\$12,500		2.50%
Total Sales Commissions if Buyer's Agent makes Sale	\$17,035		3.41%
Savings, if Buyer's Agent makes Sale		\$12,965	2.59%

¹Buyer's Brokerage Commission is determined by Seller. This commission is paid if John Brooks Realty or a Cooperating Brokerage brings the buyer.

² Buyer's Processing Fee paid only if Buyer is brought by Seller and is unrepresented.