



## EXCLUSIVE BUYER REPRESENTATION PROPOSAL

By:



**Brian Patrick, REALTOR®**  
*Certified Residential Specialist*

### SUPERIOR REALTY, LLC

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# SUPERIOR REALTY, LLC



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## Buyer Representation Proposal

To: Prospective Homeowner:

Thank you for the opportunity to discuss working with you to help with your home purchase in the Dallas/Fort Worth area. It will be my great and distinct pleasure to assist you, and I hope that I will bring great results for you.

I have taken the liberty to prepare an information package to assist you in the purchase of your home. This package has some valuable information about buying a home in Texas, and some of the forms that are used are included for your use and reference. I can assist you in finding the right home and community for you, provided I can find a way to do this through your relocation process with your company. As Certified Residential Specialist and member of the Council of Residential Specialists, I am uniquely qualified to assist you with your home search. Only 3% of the REALTORS® in the United States have attained this level in the profession, and the good news is that it doesn't cost you any more to work with a CRS member. As a Realtor®, I am ready to help you easily discover the best home for your family.

I hope that you feel comfortable with the caring and professional services I offer to you. It is with great pleasure that I look forward to serving you to save you time and money. I will sincerely take your best interests in heart, which always leads to greater safety in such an important step as this.

Thank you,

Brian C. Patrick, REALTOR®  
Certified Residential Specialist



## ABOUT BRIAN PATRICK



Brian has been a D/FW Metroplex resident for many years. He is a graduate of The University of North Texas with a BBA in Administrative Management and Accounting. Brian was a CPA for 22 years until he changed careers six years ago to work as a New Home Consultant for a major national homebuilder. As a new home consultant Brian served over 215 North Texas families in the purchase of their new homes.

Brian is a licensed REALTOR® with Summit Realty & Mortgage in Richardson. Summit is active over the entire Dallas Fort Worth area and specializes in both residential sales and leasing. Brian is also a recipient of the designation of Certified Residential Specialist, a designation held by less than 3% of all licensed REALTORS® in the nation.

In 2009 Brian became licensed a a Texas Real Estate Broker and opened his own company, Superior Realty, LLC.

Brian served in the United States Marine Corps Reserve for six years between 1968 and 1974 and received an honorable discharge. In addition to working as a CPA and financial professional, Brian has owned a commercial commuter airline and a yacht dealership in Houston and Dallas. He has lived in Frisco and Plano for the last ten years.

Brian and his wife are active participants in community events and they support the Frisco Miracle League, the University of North Texas and Brian's fraternity, Delta Sigma Phi. They are proud to be living in North Texas and serving their friends and families with their real estate needs.

# ABOUT THE CRS DESIGNATION



## CRS Mission & History

The Council of Residential Specialists is the largest not-for-profit affiliate of the NATIONAL ASSOCIATION OF REALTORS®, with its headquarters in Chicago, IL. It is composed of over 45,000 Certified Residential Specialists (CRS) Designees and Candidates/General Members. The association was created to recruit and retain those REALTORS® seeking the knowledge, tools and relationship-building opportunities needed to maximize their income and professionalism in residential real estate.

The Council was founded in 1976 and has four objectives:

- To enhance members' continuing competence through providing superior educational opportunities in a cost-effective manner.
- To provide and promote benefits which enhance the economic value of membership in the Council.
- To create and maintain organizational systems and alliances with appropriate organizations to ensure the integrity of the Council.
- To create and maintain procedures to ensure a standard of excellence that is required for earning the CRS Designation.

To earn the CRS designation, a REALTOR® must attain a certain level of production in residential transactions, equaling 75 homes with \$25,000,000 in volume over five years. Only 3% of REALTORS® nationwide carry this designation.

# PROFESSIONAL SERVICES

## Agency

As outlined in the statement entitled “Information About Brokerage Services”, consumers of the services of real estate professionals have the right to employ a real estate broker to represent them to sell or buy real estate. While Summit Realty & Mortgage is the broker employing me as a REALTOR®, you will deal directly with me on almost all matters.

I will represent you in the purchase of residential real estate and will be your Buyer’s Agent. I will work either directly with the owner of real estate under consideration, or with the broker he has employed as his Seller’s Agent to sell his real estate. With my listings, I can represent both you and the seller fairly. Either way, because I am your agent I have a fiduciary responsibility to you to hold your interest above all others, even my own.

## Scope of Assignment

You will be guided in the process of discovering your new home. You will be assisted by me in the examination of the residential market in your area of interest to discover any hidden gems that might delight you. Throughout the process I will maintain an independence that will allow us to provide unbiased opinion.

## Specific Responsibilities

- You will receive a RIGHT PRICE ANALYSIS prepared for you by me for the communities and properties of interest.
- Your offers will be submitted on contract forms required by the Texas Real Estate Commission except in the case of new construction.
- Your price, terms, incentives and concessions will be negotiated for you by our team for the benefit of your family
- Your communication will be just what you need...I promise to return your phone calls or answer your emails as soon as possible.
- You will not attend meetings with property owners (Sellers) or builders without me; this will ensure that agreements meet your best interest.
- Review good faith estimate and disclosure documents from your mortgage company
- All of your settlement statements will be reviewed by us prior to closing.
- If you desire, I will continue to serve you as your real estate advisors for property tax matters, future sales or acquisitions, etc.

# BENEFITS OF BUYING A HOME WITH BRIAN PATRICK

- Experienced – Brian Patrick has personally negotiated over 250 residential property transactions valued in excess of \$46 Million Dollars.
- Brian is a Certified Residential Specialist and a member of the Council of Residential Specialists with a broad spectrum of other CRS members for referrals of relocating homebuyers.
- Fewer than 4% of all REALTORS® in the United States hold this designation.
- My service concept means that calls will be returned, and someone will always be available to you for questions or for client negotiations.
- According to the National Association of REALTORS®, Over 85% of homebuyers indicate that they searched the Internet for their homes before attending a showing of the home. Brian Patrick has an outstanding ability to find homes on the MLS based on the use of custom database searches because of his 35 years of experience with computers.
- Often, I hear of new listings and hear the full story behind them...such as a seller's urgency to sell.
- If you are looking for a particular home, I can establish an email campaign that will search out new listings and forward them to you immediately, based on the criteria you provide to me. You will learn of great opportunities before many buyers!

# GUARANTEE

I hold myself to higher standards of excellence that will provide you with caring and professional real estate services. I have instituted a *proven* method of assuring my clients that they will receive satisfactory *results* from me.

## A Simple Guarantee:



*“I want you to be happy with my work!”*

*If at any time you are not satisfied with the professional real estate services provided to you by me, please let me know your problem or concern in writing and give me an opportunity to correct it within 48 hours. If I haven't corrected the problem to your complete satisfaction, you may end the Buyer/Tenant Representation Agreement by sending a written 24-hour notice of termination, subject to a termination fee and commission on property purchased under this agreement or identified properties protected under the agreement.*

### My Service Pledge

- I will keep my clients fully informed and consistently updated.
- I will respond to all my client's inquiries and concerns.
- I will protect my client's interest.
- I will quality control all other parties to the transaction.
- I will assure the accuracy of all paperwork.
- I will continually seek feedback and assure my client's satisfaction.
- I will respond to and resolve all problems and issues, quickly.
- I will make each real estate transaction a positive experience.
- I will always be the calmest person in the transaction.
- I will consistently provide value-added services.

# COMPENSATION

***REPRESENTATION BY A REALTOR® DOES NOT COST YOU (THE BUYER) ANYTHING BECAUSE THE SELLER PAYS ALL COMMISSIONS, BONUSES AND FEES COMPENSATING THE BROKER(S) INVOLVED IN THE PURCHASE.***

As indicated in the Buyer/Tenant Representation Agreement, the Buyer's Broker will receive a fee equal to three percent (3.0%) of the amount of the purchase price of the residential real estate purchased by you from persons during the term on the Buyer/Tenant Representation Agreement. The Agreement also states that the Listing Broker representing the Seller pays this fee

Usually the Seller of the property sold in the transaction will pay the fees to the Seller's Listing Broker and to the Buyer's Broker. The Seller's fees to market and sell the property are normally included in the price of the property and the offer of fees is disclosed on the Multiple Listing Service on homes listed there. . In the case of new construction, it is common in the homebuilding industry for the homebuilder to pay the REALTOR® representing the Buyer, but they usually will not reduce the price to buyers without a REALTOR®. Non-Represented Owners who sell real estate usually will pay a Buyer's Agent a fee.

Before any transaction is executed, I will make full disclosure to you of all professional fees to be paid as a result of this transaction. You have my assurances that no fees, bonuses or other compensation will be received by your REALTOR® without this full disclosure.

***The Professional Fee paid to your REALTOR® is a SUCCESS FEE, meaning that it is only paid if I am successful in finding your home for you!***

# REALTOR CODE OF ETHICS



**Code of Ethics and Standards of Practice  
of the NATIONAL ASSOCIATION OF REALTORS®  
Effective January 1, 2002**

**Preamble . . .**

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. REALTORS® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which REALTORS® should dedicate themselves, and for which they should be diligent in preparing themselves. REALTORS®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow REALTORS® a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, REALTORS® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. REALTORS® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of REALTORS®. (Amended 1/00)

Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, REALTORS® urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where REALTORS® believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term REALTOR® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, REALTORS® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, REALTORS® pledge to observe its spirit in all of their activities and to conduct their business in accordance with the tenets set forth below.