

SUPERIOR REALTY, LLC

COMPENSATION

- **3-4-5-6% COMMISSIONS** – Superior Realty, LLC has several programs to help sellers with their homes. Specific details can be reviewed at a meeting.
 1. **Full Service** – Homeowners using me to sell their homes may do so at a rate of **6.0%**, which is usually split between the selling agent (3%) and the buyer's agent (3%).
 2. **Intermediary Program**- If I find a buyer who is not represented by a REALTOR®, then my fee will be reduced to **4.0%**.
 3. **Move Up Program** – Homeowners selling one homes and purchasing another home will benefit from a reduced compensation program. Instead of the usual 6% to sell their home, if a homeowner agrees to use me to both sell their existing home and purchase another home in the local market, my fee to sell their home will be only **4.0%**, which will be split between me as the selling agent (1%) and the buyer's agent (3%); I will also be compensated with commissions from the Seller on the new home purchased by you.
 4. **Win/Win Program** – If a homeowner sells the home to a family or friend without a REALTOR® my fee will be significantly reduced to **3.0%**.
 5. **Short Sales** – For short sales many mortgage companies only allow a 5% commission. In this case, Superior Realty, LLC will accept a 2.0% commission, while paying the selling agent 3.0%, or the 5.0% may be split between both brokerage offices.
- **Advance Fees**- We charge an advance fees we require are those for additional services such as our enhanced internet listings or featured listings on Realtor.com, video tours on HomePixTV.com, or featured listings on LuxuryHomes.com which are available on a fee basis. Please ask for details.
- **CASH REBATES** – I do *not* offer \$10,000 cash rebates to my real estate clients. I have reviewed a popular program and determined that it is not in the best interest of my clients to do this. The large cash rebates promised by some Realtors are funded with a deposit of only 17.5%; the rebate company and Realtors are counting on the client's inability to meet the technical requirements to receive the rebate. A *three-year waiting period* combined with these technical requirements makes it unlikely that the client will comply with the rebate requirements and will thus forfeit their rebate. My clients will receive any rebates that are offered to them at the closing of their new home, usually in the form of closing costs assistance.