



## BUYER BROKERAGE GUARANTEED PERFORMANCE AGREEMENT

Buyer's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip Code: \_\_\_\_\_

As your Buyer's Agent, our team is dedicated to providing you with the most professional, courteous and responsive service possible with the goal of helping you smoothly and easily find and move into your dream home! In fulfilling this commitment, we will perform the following services for you:

### 1. **General Services General Services**

- a) Represent your best interests above all other parties, including our own, throughout the real estate buying process.
- b) Give you our best opinion as to the value/price of the properties that you view.
- c) Keep all information about you confidential as identified and required in the Buyer's Disclosure.
- d) Promote your real estate preferences to other agents in an attempt to locate and accommodate your real estate needs.
- e) Advise you on the current real estate market, procedures, customs, conditions, contracts, and make recommendations to assist you in making decisions throughout this process.
- f) Search, using all available methods, to locate the property that will best meet your needs and wants.
- g) Make an appointment and show you any property that you have an interest in viewing.
- h) Advise you as to the advantages and disadvantages of purchasing any property that you view.
- i) Prepare offers, counter-offers, and all other forms in your best interest.
- j) Require Sellers to provide you with a Real Estate Condition Report for properties you wish to purchase.

### 2. **Exposure of More Homes** – Lauer Realty Group offers access to a wide variety of properties for sale. These properties generally come from the following sources:

- a) **Networking Leads** – we often know of properties soon to be available. These properties may never appear on the market as they are shown in the early stages of fix-up, Seller relocation, divorce settlement, etc., and can receive an offer prior to being advertised or appearing on the Multiple Listing service (MLS). This includes new construction starting with a lot or where the home has not yet reached the point of completion where it is advertised on the MLS.
- b) **"For Sale By Owner"** – we search the private market daily through newspapers, yard signs, referrals, the internet, etc., to keep an up to date list of those properties for sale.
- c) **Properties listed through the Multiple Listing Service (MLS)** – By far the most abundant source of available properties, we search this data with specialized programs designed to pinpoint those that best fit your needs. This process cooperates with over 1300



Realtors who participate in the MLS system and make daily changes and updates to these home listings. The properties available today will change by tomorrow!

3. **Broker Market Analysis** – Lauer Realty Group will do a complete and thorough analysis, upon request, of those properties that interest you. The analysis will include those properties that are currently active, pending sale and recently sold that are similar to the property that you are interested in. We may be able to supply information about the subject property’s current sale and marketing history, if it has sold recently, and at what price. This support is provided to help you be able to make an informed and confident decision.
4. **Negotiate on Your Behalf** – Buyer Agency allows Lauer Realty Group to represent your best interests throughout the searching and buying process. Further duties of loyalty and faithfulness are owed to the Buyer, while being honest and fair with all parties. We will provide you with all the known pertinent facts that are deemed to play a role in the negotiating process. Our primary goal is to negotiate the price and terms that are most favorable to you, the Buyer.
5. **Mortgage Financing Consultation** – Lauer Realty Group can inform you about various financing options or refer you to a Lender for more information. These may include the following mortgage and financing options:
  - 30 year fixed rate
  - Adjustable rate
  - FHA programs
  - Federal VA
  - Short Term Bridge Loans
  - 15 year fixed rate
  - Balloon
  - Land Contract / Sellers Financing
  - State VA
  - WHEDA

We recommend that whenever possible a Buyer should be prequalified by a Lender prior to making an offer to purchase. We can help you calculate estimated monthly principal, interest, taxes and insurance payments for specific properties at different down payments with the various interest rates and programs described above.

6. **Professional References** – Lauer Realty Group will, upon request, refer you to other professionals who may be a part of the transaction. These professionals are both in the public and private sector and can include:

#### **Private**

- Real Estate Attorneys
- Development
- Appraisers
- Accountants
- Health
- Inspectors
- Social Services
- Remodelers
- Abatement Specialists
- Department
- Pest and Rodent Specialists

#### **Public**

- Department of Workforce
- DNR
- Dane County Environmental
- Wisconsin Department of Health
- Environmental Protection Agency
- Dane County Public Works
- State Laboratory of Hygiene



7. **Closing Consultation and Coordination** – Lauer Realty Group will work with the title companies to coordinate the preparation of the closing statement and other documents necessary to close your transaction. We will also coordinate schedules with Attorneys, Lenders, and all others required to get you successfully to closing.
  
8. **Keeping you Updated/Availability** – Lauer Realty Group constantly monitors the market and communicates with you on the availability of properties. Should any of us be unavailable, you will have another team member helping you during that time.
  
9. **Guaranteed Performance** – The Broker shall carry out Guaranteed Performance the terms of this agreement at the Broker’s discretion during the term of the listing contract. The Buyer understands and agrees that while the Broker will substantially adhere to the above outline of services, there may be deviations due to Buyer’s request, holiday or other.

Special Provisions:

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**Cancellation Policy** – Should we breach this agreement by failing to comply with the terms and conditions described above, you may request cancellation. You must mail a written statement setting forth the reason for the cancellation request. If we do not remedy the breach within 10 days after receipt of said notice, this contract shall be canceled at midnight of the 10th day. Should such cancellation take place, there will be no penalty to you; however, if a purchase is consummated by you on one of the properties introduced to you during the period of this Agreement, Lauer Realty Group shall receive a commission in accordance with the Exclusive Buyer Agency Contract.

**Notices** – Any required notice to us must be addressed to Lauer Realty Group, 2229 Atwood Ave, Madison, WI 53704. Any notice to you shall be addressed to your address on this contract.

Dated: \_\_\_\_\_

Lauer Realty Group Agent: \_\_\_\_\_