



Buyer Rebate Handbook

**How to buy your next
property & earn a
rebate at closing!**



Thank you for choosing Kermath Realty LLC as your “buyer’s broker” to buy your next property. I’ve put this guide together for you to help you better understand all of the complexities of buying your next home AND earning our rebate.

The idea of getting a rebate at closing is not new. This is the natural progression of the industry due to the internet and your ability to find homes without a Realtor. The concept is that buying and selling real estate is simply a transaction. While the real estate transaction can be complex and full of emotions, it is none the less a transaction.

Isn’t going direct to the listing agent best? NO! This is actually the worst thing you can do! The listing agent has a fiduciary to the seller and fully represents the seller! A listing agent can never really have your best intentions in mind. Going direct to the listing agent is a sure way to overpay for a property!

If you as a buyer are willing to do the majority of the work you should be compensated for it.

In the old days the commission was around 6% or so. With our flat fee programs you can sell and eliminate the 3% on the sell side. This buy side 3% is simply the next area of high commission to be adjusted.



EARNING YOUR REBATE IS THIS SIMPLE



How to earn your rebate

1. **Sign our buyer agency contract:** This way all other Realtors know you are working with and are represented by another Realtor. NOTE: You can cancel anytime. If you don't have a buyer's agency form just tell them you have an agent or they will think you are their prospect.
2. **Make sure you are pre approved:** Realtors don't like to waste time showing homes to people that cannot get a mortgage so it is essential you get preapproved AND have the preapproval certificate with you when you view homes.
3. **Let the listing agent know they could earn a part of our commission too:** I am happy to try to get you into see homes. However, many times you'll want to see a home and I simply cannot show it. **TRY TO GET THE LISTING AGENT TO OPEN THE HOUSE FOR YOU.**
4. We rebate 10% of our commission to the listing agent as a courtesy to show their listings to you WITHOUT us being present.



Calculating your rebate: The more work you do finding your home, the higher the rebate. The concept is simple. We know that you're actively searching for homes. The less time we spend showing you homes, the more you get back at closing.

# of days / times we show you homes	% of Rebate earned
0-1 day	50%
2 days	40%
3 days	30%
4 days	25%

If you have to have us show you homes more than 4 times or days you really haven't done your homework as far as narrowing down what you're really looking for.

Potential resistance: Most Listing agents will expect me, your buyer's agent to show the property. Since we may not be able to be there for every showing, the listing agent must show you the property, (unless there is an open house).

NOTE: IT is illegal for a listing agent to give you a lockbox code to get into a vacant home. If they allow this it is wrong.

IF YOU ASK THE LISTING AGENT TO SHOW YOU THE HOME AND THEY DON'T WANT TO

There may be slight animosity on the part of the listing agent as they expect us to show you their listing. This is why we our **"Showing Incentive Fee" of 10% of the buyer's side commission**

In the past, buyer's agents scheduled AND attended showings. True, they want their listing sold but both listing agent and buyer's agents have their "perceived" duties to earn their commission.



Techniques to convince listing agents to show you the home

The listing agents phone number is generally found on the listing, if not you should be able to get an office roster or Google them.

When you call the listing agent to see their listing they may think that you don't have an agent since you're calling them direct. Inform them that you do have an agent but you wish to arrange the showing directly with them. (If you're not comfortable doing this, call us and we'll not only pull the mls sheet and get the data on the home, we'll schedule it for you).

Occasionally, they may be offended as the listing agent expects the buyer's agent (Kermath Realty LLC) to drive out and show you the property.

If the listing agent gives you resistance try the techniques below!

"I'm calling because I would like to see your listing at _____. I have an agent but they're out of town and I wondered if you can show me the property. I am ready to buy and have my pre approval." I've narrowed my choices down to just a few homes and this one may be it!

I'm very interested in your listing on _____. Before I make an offer I want to see the property. I am using Kermath Realty LLC as my buyer's agent. They represent me and do all of the paperwork and negotiating, but they typically don't accompany me to showings. **Kermath Realty's policy is to pay you, the listing agent 10% of their commission to you for the additional work of showing this home to me.**



My agent is out of town but I would really like to get in to see your listing at _____. Can you tell me when a convenient time is for you? I'm pre approved, ready to buy and really like this home!

If you have any trouble scheduling a tour with a listing agent, just call me at 734-649-4903. I'll make sure you get into the property!

Don't let the rebate fool you. You are fully represented. We bring over 20 years of experience and hundreds of closing to the table. As you buyer's agent, we are committed to getting you the lowest price and best terms on your next home!

With Kermath Realty, you have the best of both worlds; Flat fee listings to save you thousands selling and buyer rebates when you're buying. We are committed to making the home buying and selling experience the best it can possibly be while saving you the most money possible.

Yours truly,

Jeffrey M. Kermath