



Oyster Realty's DELUXE AGENT Listing Service Guarantee

Oyster Realty is fully committed to reducing the transaction costs associated with buying and selling homes. We also understand that today's clients desire a wider selection of real estate services and pricing options. Precisely the reason we created listing services that offer varying levels of professional Realtor® marketing support. We always endeavor to fulfill the real estate needs of our clients through unparalleled professional service, adherence to the highest ethical standards, and attention to service delivery with uncompromising quality.

Our Deluxe Agent Listing Service is entirely commission-based and focuses upon delivering the full range of selling tools available to Realtors® at a highly competitive rate. The following items are included in this service:

Pricing:

- We will provide a **Competitive Market Analysis** to assist in the accurate and appropriate pricing of the property intended to attract more buyers
- We will periodically update listing activities and market trends in your immediate area
- We will actively monitor the market's reaction to your home in order to suggest timely pricing strategies
- We will offer a **1.5% Independent Buyer Incentive** that reduces the selling commission (that portion to the buyer broker) to any listing clients who find a buyer for their home without our assistance*

Marketing:

- We will provide a professional Oyster Realty "For Sale" sign and post with an option to add a flyer box
- We will provide an active and detailed MLS listing until your home is sold that exposes your home to over 60,000 licensed real estate agents in the Baltimore/Washington region
- We will maintain an upgraded **Showcase Listing** on the Realtor.com® website for twelve months making your home visible to independent home buyers across the nation
- We will create special effects and additional photos on your listing in Realtor.com® to attract the attention of independent home buyers
- We will give your listing maximum internet advertising on every website approved by the National Association of REALTORS® and its member companies
- We will provide exposure on all locally affiliated property listing sites such as homesdatabase.com and the Washington Post's homehunter.com
- We will provide color marketing brochures to leave inside your home
- We will create additional digital photos for submission to MLS
- We will mail out "Just Listed" post cards to 100 of your neighbors
- We will advertise your home on Comcast Cable's Home Preview Channel for up to six months
- We *can* hold a pre-specified number of open houses



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Services:

- We will provide a combination lockbox
- We will promptly reply to all buyer and buyer agent inquiries regardless of offer quality or amount
- We will provide a written report of inquiries (print or web)
- We will conduct a **Home Assessment Report** to help guide your home selling preparations and advise you on strategies to enhance your property's appeal to home buyers
- We will provide and discuss all required state disclosure forms, REALTOR® contracts, and necessary contract addendum forms
- We will provide unbiased support from our team of highly professional agents who assist in all aspects of dealing with contracts, negotiations, and sales readiness
- We will offer preferred benefits from our six national service partners
- We will monitor the escrow process to ensure a timely settlement
- We will always endeavor to achieve the highest price in the quickest period of time according to each client's selling goals and directives
- We will coordinate all inquiries for your property from licensed agents and independent buyers, ensuring that your home is scheduled for showings according to your rules and timelines

1.5% Independent Buyer Incentive:

*The 1.5% independent buyer incentive is available to every selling client who identifies the final buyer through their own independent efforts. To qualify, the final home buyer must be unrepresented by any third-parties and/or licensed agents, and must become a selling client (represented buyer) of Oyster Realty for the settlement transaction. Both sellers and buyers must also agree to all dual agency disclosures and allowances as required by law and by Oyster Realty. Subject to a minimum buyer broker compensation of \$1500 or 1.5%, whichever is greater.

If Oyster Realty does not fulfill the promises made above Seller may elect to terminate the listing agreement by presenting a written notice stating the reason(s) to terminate to Tina DeAngelis, Broker of Record Oyster Realty, Inc. If the situation cannot be corrected (subject to Oyster Realty's control) within five (5) business days, Oyster Realty, Inc. will terminate the listing contract subject to the existing termination provisions of the listing agreement.