



The Agency Relationship for Buyers

Thank you for choosing to work with People Centric Real Estate in the sale of your home. Here is a list of things that can make this process as seamless as possible.

Paperwork--People Centric Real Estate will send you a copy of each of these forms to be signed:

- **Consumer Notice:** This form is not a contract, and it does not create any business relationship or obligations to People Centric Real Estate. Like the HIPPA form at the doctor's office this form is a state required disclosure. It informs you of privacy and confidentiality issues and highlights how a real estate agent or broker is required to act.
- **Buyer Broker Agreement-** When you decide to hire People Centric Real Estate to help you to purchase a home this form is used to confirm that arrangement. We do not need this form to meet with you to discuss real estate, however we will need it before we begin property tours. This form is used to confirm that People Centric Real Estate will represent you and to formalize the terms of our business relationship, and to confirm that we will work with you to find a property that meets the criteria you require in the areas you are interested in purchasing. When necessary, People Centric Real Estate will make recommendations to help facilitate the purchase of a property.

About People Centric Real Estate:

A Brokerage with a purpose, at People Centric Real Estate, we seek to differentiate ourselves from the traditional brokerages, by bringing a larger value to the cost of the sale or purchase of your home that other brokerages simply cannot. Since People Centric Real Estate is a non-profit brokerage, every transaction gives our clients the potential to change another person's life for the better.



Every time you choose People Centric Real Estate, you choose to provide a random act of kindness for someone less fortunate than you. Giving you the opportunity to make your decision one you can feel good about, for years to come.

We seek to help those of us who thought home ownership was out of their reach, realize that goal. It is the core of our business model. We want you to feel good about the money you spend on the sale or purchase of your home, that is why we take a portion of the cost you pay for buying or selling a home and use that towards creating space and opportunity for the least of us in housing. We seek to serve our industry, not to work in it, and we invite you to join us in becoming a leading advocate in helping communities evolve.

Understanding: The cost of buying a home by law is a cost you can negotiate with any broker you are considering have help you find the property of your dreams. Below you will find our commission fee structures that details exactly where each dollar goes, sellers' brokers will typically offer a commission structure to the buyer's broker (this is called a broker cooperation.) Using the fee structure below you can negotiate with us exactly what you are willing to pay. Since the sellers' broker will offer cooperation with the buyers' broker will only need to pay the difference between what is offered by the sellers' broker and what you negotiate with the People Centric Real Estate. For example, should you decide you'd like to be a People Centric Real Estate Bronze Member that commission is 3.5% if the sellers' broker is offering 3% you would only have to make up the difference which is a half ($\frac{1}{2}$) of a percent of the sales price. NACA Clients and clients that qualify for People Centric Real Estates grant option (those clients that have an income that is below 80% of the median income for the area in which they are purchasing) will pay nothing for retaining People Centric Real Estate's services (must attend People Centric Real Estate home buying seminar.)

People Centric Real Estate will purchase on your behalf a one (1) year home warranty to cover any issues you may experience in the first year of home ownership, you will have the option to renew that protection after the first year at your own expense. We hope that you will select People Centric Real Estate to represent you in the purchase of a home as every sale or purchase we successfully transact goes toward helping us fulfill our mission.