RIVER ROAD™
REAL ESTATE
BROKERED BY eXp REALTY

# Find the right home and get it at the right price.


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REALTOR EQUAL HOUSING OPPORTUNITY

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# Why Work With **eXp Realty**?

eXp Realty is the fastest growing independent real estate brokerage in the world and the #1 growth leader across transactions, volume and agent count, breaking down boundaries with a cloud-based model that gives our agents the tools, tech, coaching and training to be the most productive in the industry.

Through our state-of-the-art technology, cutting-edge lead generation engine, and global reach, we are putting agents at the core of our company. Our resources allow agents to dedicate more time to understanding your needs, providing exceptional customer service, and tapping into a worldwide network to discover the perfect property for you. Our approach ensures that you have a personalized and comprehensive home buying experience.

# By the **Numbers**

**#1** REALTRENDS

BEST BROKERAGES

**#1** REALTRENDS

PUBLIC INDEPENDENT BROKERAGE

**#1** REALTRENDS

TRANSACTIONS

**#1** RISMEDIA POWER BROKER REPORT

TRANSACTIONS

**#1** REALTRENDS

5 YEAR TOP MOVERS SIDES & VOLUME

**355,052**

HOMES MATCHED IN 2023

# Personalized Journey, **Global Reach**

Harnessing the power of a **global real estate leader** combined with deep **local market expertise**, eXp Realty delivers an unmatched blend of international reach and personalized service. As a **NASDAQ-listed company** with over **87,000 agents** across **24 countries**, we connect your property to a global audience while preserving the local touch that matters most. Our agents are more than just real estate professionals—they're your neighbors, committed to ensuring your home is showcased both locally and globally. With our expansive network and industry-leading resources, we're dedicated to delivering exceptional results tailored to your unique needs.

## Rooted Locally, Connected Globally

At eXp Realty, we blend global expertise with local insights, operating in 24 markets worldwide. Our agents, rooted in their communities, provide firsthand knowledge while connecting across borders to collaborate, share best practices, and expand into new markets. Whether you're seeking a local home or exploring global options, our network opens up opportunities.

## A Personalized Home Buying Experience

Every home-buying journey is unique, which is why eXp provides a personalized approach tailored to your needs. From the first consultation to closing the deal, our agents focus on your specific goals, ensuring a smooth and stress-free experience. Whether you're looking locally or exploring broader markets, we'll guide you every step of the way.

## Why Choose an eXp Realty Agent?

eXp agents bring deep expertise in local markets, from neighborhood trends to school districts and amenities. They guide you through every step, offering insights to help you make confident, informed decisions. Whether choosing the best area or assessing investment options, our agents ensure you have the information to achieve your goals.

# **What to expect** from your eXp Agent

At eXp, we believe in a client-focused approach, centering on clear communications and expectations.

## Unleashing Buyer Empowerment Through Representation

- **Clarity:** Early conversations surrounding compensation ensures everyone is clear on the expectations.
- **Control:** eXp is here to help you make informed decisions with confidence. We empower you with control over your buying process, making it a highly personalized experience.
- **Customized to You:** eXp provides you with a customized, clear and confident path through the entire home-buying process.

## Why eXp Realty?

- **Navigating with Expertise:** We ensure every detail is clear and accessible to you.
- **Informed Decisions:** We have the experience to guide you through decisions that lead to successful, satisfying purchases.
- **Setting Industry Standards:** We set high standards for agent support, transaction transparency and innovative value propositions.

# eXp Buyer **Client Services**

## Your Representation

I will always put your interests first with integrity and fairness. We'll go over the buyer agreement together, and I'll explain my services, the benefits you get, and how my fees work clearly and openly.

## Your Property Search

I will listen to what you need and want and use my local market know-how to find properties that match your criteria and budget. You'll have access to top tools like eXp Exclusives (eXp's proprietary listing network for on and off-market real property listings), letting you explore properties that fit your search.

## Your Offer

Once you choose a property, I'll help you with a Comparative Market Analysis, craft your offer, present it, and negotiate to get you the best deal possible.

## Your Due Diligence

At your request, I can suggest experts for property inspections. After you review any inspection reports and consult with the experts, I'll guide you on addressing any issues found, always prioritizing your peace of mind and informed decisions.

## Your Transaction

I'll monitor your transaction, update you on key developments, and handle any questions from other service providers to ensure a smooth closing.

## eXp's Fee

You will be responsible for compensating eXp for the services provided to you. Sellers may offer compensation to eXp as a buyer's broker. If this occurs, the amounts that you have agreed to compensate eXp will be reduced, on a dollar-for-dollar basis, by any amounts that eXp receives from a property's seller and/or listing brokerage company. I'll be transparent about any such arrangements on properties you're interested in. The Broker Fee is not set by law and is fully negotiable.

## Commitment to Fair Housing

My commitment to fair housing is unwavering. I pledge to strictly adhere to all applicable local, provincial and federal fair housing laws, ensuring equitable treatment for all without exception.

## Our Relationship

Our connection doesn't end with your transaction. I'm here for you at all stages, offering introductions to local services as needed. Communication will be based on your preferences. I aim for a lasting relationship where you see me as your go-to for any real estate needs and feel confident referring me to friends and family.

# NAR Lawsuit & **Timeline**

### APRIL 2019

Sitzer-Burnett class-action lawsuit filed by Missouri home sellers against the National Association of Realtors (NAR) and other real estate companies.

### OCTOBER 2023

After an 11-day trial, a jury in Kansas City, Missouri, ruled in favor of the plaintiffs. The verdict resulted in damages against the defendants for $1.78 billion.

### MARCH 15, 2024

NAR agrees to a landmark $418 million settlement to resolve multiple class-action lawsuits concerning broker commissions. This settlement addresses legal issues related to NAR's "cooperative compensation" policy, which previously mandated that sellers' agents unilaterally offer compensation to buyer-brokers via the Multiple Listing Service (MLS).

### APRIL 24, 2024

The court granted preliminary approval. Changes outlined in the settlement agreement will take effect on Aug. 17, 2024, and class notice will occur no earlier than that date. Among the changes, buyer agency agreements are required before property tours and compensation offers within MLS listings are prohibited. The settlement is subject to final court approval.

### JUNE 2024

The U.S. Department of Veterans Affairs (VA) issued a temporary solution allowing homebuyers using VA loans to pay for their real estate agent's commission (buyer-broker fee) under certain conditions. A permanent solution would be made August 10.

Local and state associations will release their approved and updated documents. eXp Realty has released its updated buyer-broker agreement and Direct Pay.

### AUGUST 17, 2024

**New NAR MLS policy takes effect** to implement practice changes. Deadline for Realtor MLSs to implement policy changes according to mandatory NAR policy. Plaintiffs will notify potential claims as part of the class action.

### SEPTEMBER 2024

Anticipated motion in support of final approval.

### SEPTEMBER 16, 2024

Deadline for Realtor MLSs and opting-in non-Realtor MLSs to implement practice change to be a released party under the settlement agreement.

### NOVEMBER 26, 2024

Hearing for final approval.

# Buyer Agent **Compensation**

The changes brought by the National Association of Realtors (NAR), effective August 17, 2024, bring some important updates to the homebuying process. These changes are primarily driven by a legal settlement aimed at increasing transparency and fairness in real estate transactions.

### A Breakdown of Key Changes

**Mandatory Written Agreements** - If you're working with a buyer's agent, you must sign a written agreement before they can show you any property, whether in person or virtually. This agreement will clarify the agent's role, services, and compensation details, ensuring that both you and your agent are on the same page from the start.

**Compensation Transparency** - Previously, the compensation offered to buyer's agents was displayed on the Multiple Listing Service (MLS). Now, this information will no longer be visible on the MLS. Instead, you'll need to discuss compensation directly with your agent, which can still be negotiated. This change is intended to make the process more transparent and give you more control over how much you pay your agent.

**Seller Contributions** - Buyers can negotiate for the sellers to contribute towards buyer expenses, such as closing costs, pre-paid repairs and even your agent’s compensation.

**Impact on VA Loans** - For those using VA loans, the Department of Veterans Affairs has introduced a temporary policy allowing buyers to compensate their buyer broker directly. This is in response to the broader changes, and the VA is still determining how to handle this in the long term.

These changes aim to make the homebuying process more transparent and give you, as a buyer, more control and clarity over the costs involved in working with a real estate agent

## How to Pay Your Broker

### Seller Credit’s Buyer at Close

Buyer may request a credit to satisfy their contractual obligation with Buyer Broker at close of escrow. Negotiated in each Contract

### Seller to Pay Directly

Buyer Broker may inquire if Seller is offering compensation with an agreement prior to writing an offer, Seller may pay Buyer Broker at close of escrow.

### Buyer Pays Directly

Buyer may choose to compensate their agent directly at Close of Escrow

# Home Buyer's **Roadmap**

## 1 Meet with a real estate professional

Discuss the type of home you're looking for, including style, price, and location. Take this time to formalize your partnership by signing the **Buyer Representation Agreement.** It's a crucial move that lets your agent fully commit to finding your dream property, kicking off an exciting search tailored just for you.

## 2 Get pre-approved

You will need pay stubs, W2s, and bank statements. Knowing what you can afford is critical to a successful home shopping experience.

## 3 Search for homes

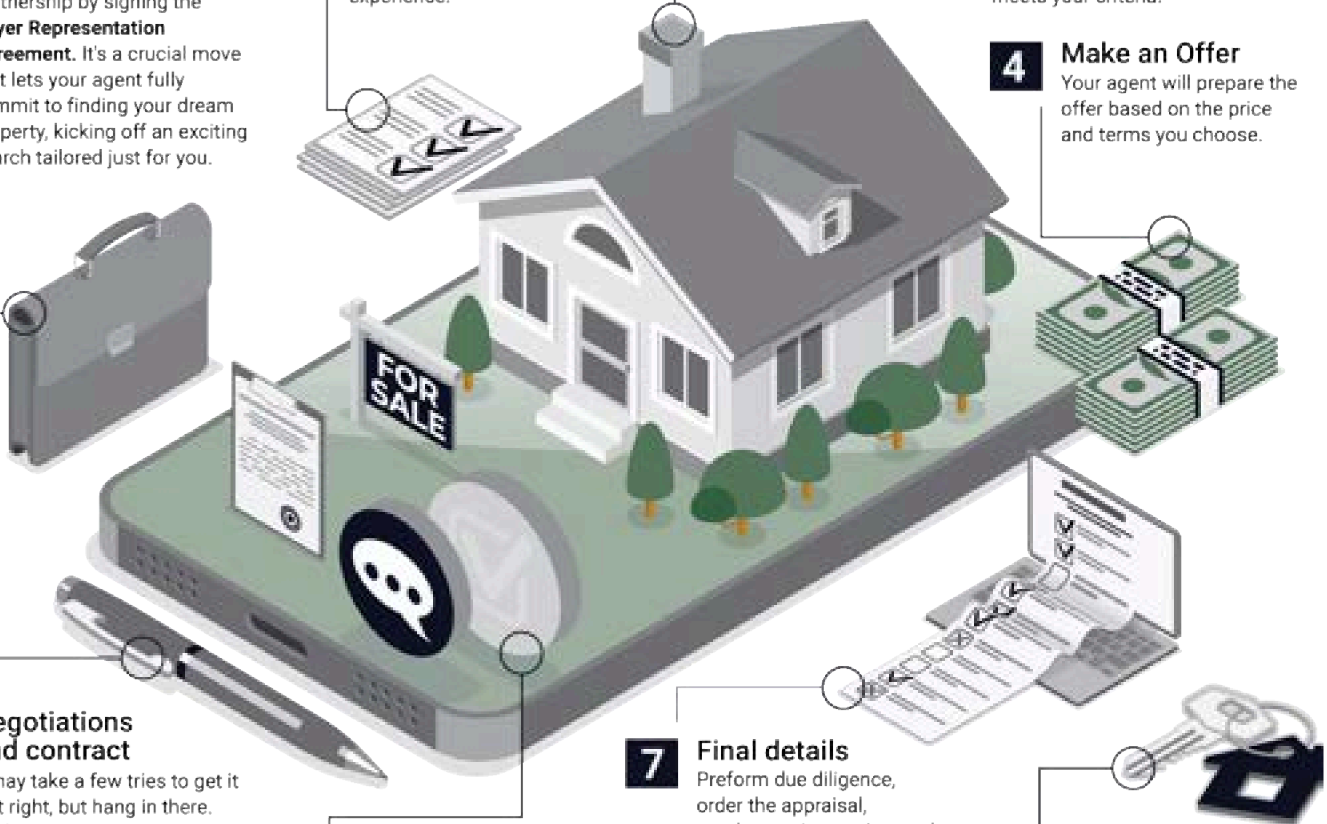
The fun part! Your agent will schedule showings and help you find the perfect.

### Advanced search

Not all real estate website are the same. Your real estate professional has tools and systems to ensure you see every available home that meets your criteria.

## 4 Make an Offer

Your agent will prepare the offer based on the price and terms you choose.




## 5 Negotiations and contract

It may take a few tries to get it just right, but hang in there. You're on your way.

### Contract

In most cases the contract provides you with a timeline to obtain financing, as well as time to inspect the physical condition of the home. Your real estate professional will inform you of all of your rights and responsibilities related to the contract.

## 6 In Escrow

You and the Seller have agreed to the price and terms. The home is effectively held for you until closing.

## 7 Final details

Preform due diligence, order the appraisal, conduct an inspection, and review terms with the lender.

### Preparing for closing

You will be finalizing your loan, reviewing documents, and discussing the findings from the inspection. Your agent will be managing this entire process for you.

## 8 Closing

This is the transfer of funds and ownership. A title company or an attorney typically acts as an independent third party to facilitate the closing.

# Home Inspection **Guide**

This list covers some of the most common inspections that homebuyers should consider. However, depending on the property's condition and location, your general home inspector may recommend additional inspections or bring in subject matter experts for further evaluation. These specialists can provide a deeper analysis of specific areas, ensuring you have a comprehensive understanding of the property's condition before making a final decision.

**General Home Inspection:** A general home inspection should include checks on various systems and structural elements. Electrical systems need to ensure that wiring, outlets, and the electrical panel are safe and up to code. Plumbing systems should be checked for leaks, proper drainage, and the overall condition of pipes. Heating and cooling systems must be inspected for their functionality and condition. Appliances should be confirmed to be in working order.

**Septic or Sewer Inspection:** Checks for leaks, clogs, or other issues in the septic system or sewer lines to ensure proper waste management.

**Foundation Inspection:** Identifies any cracks, shifts, or water damage that could indicate structural problems.

**Mold or Moisture Inspection**: Looks for visible mold and uses moisture meters to detect hidden moisture that could lead to mold growth.

**Roof Inspection:** Examines the condition of shingles, tiles, gutters, and flashing to ensure the roof is intact and effectively directs water away from the home.

**Geological Inspection:** Assesses soil stability and identifies any geological hazards, such as flood zone risks.

**Chimney Inspection**: Ensures the chimney is structurally sound, with no cracks or blockages, and that the cap and crown are intact.

**Pest Inspection:** Looks for signs of termites, rodents, or other pests that could cause property damage.

**Radon Testing:** Tests for radon gas, which can pose health risks.

**Asbestos and Lead Paint Inspection:** Identifies the presence of asbestos or lead paint, particularly in older homes, which may require professional removal.

# Buyer Preparation **Guide**

Preparing to buy a home is exciting, but being ready is key. Consider your financial situation—down payment, closing costs, and mortgage pre-approval—along with what matters most in a home and neighborhood. Think about your lifestyle, community priorities, and specific needs like school zones or proximity to work. With this preparation, I'll be able to help you find a home that fits both your current needs and future plans.

## Financial Preparedness

### Down Payment

This typically ranges from **5% to 20% of the home's purchase price**.
Do you have enough for a down payment? If not, consider the following:

- Savings Plan: Start a dedicated savings plan to build up the required amount.
- Gifts: Explore the possibility of receiving gift funds from family or friends.
- Grants and Assistance Programs: Research state or federal programs that offer down payment assistance.
- Loan Options: Consider loan programs with lower down payment requirements, such as FHA loans.

### Closing Costs

Estimate and budget for closing costs, which typically range from **2% to 5% of the home's purchase price**. Do you have enough saved? If not, consider the following:

- Negotiate Seller Contributions: Ask the seller to cover some or all of the closing costs as part of the offer.
- Roll into Loan: Check if your lender allows you to roll closing costs into your mortgage.
- Assistance Programs: Look into local programs that offer help with closing costs.
- Lender Credits: Consider higher interest rates in exchange for lender credits towards closing costs, if this fits your financial strategy.

### Mortgage Pre-Approval

Secure pre-approval to understand your budget.

### Home Insurance

Research and budget for homeowner's insurance.

### Property Taxes

Look into the property tax rates and assess how they might change with future development in the area.

## Local Considerations

HOA Fees

Neighborhood Restrictions

Natural Disasters

Air and Water Quality

Noise

School Districts

Zoning Laws

Crime Rate

Commute

Future Development Plans

High Property Taxes

Limited Growth Potential

Environmental Hazards

Access to Healthcare

Proximity to Amenities

# Thank You!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