

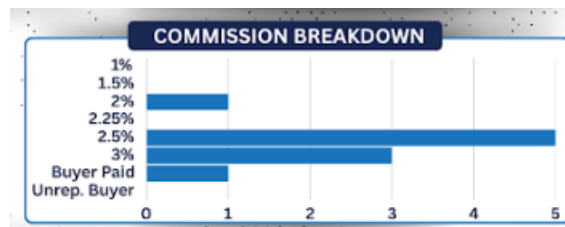
La Jolla Village Realty Buyer's Program

La Jolla Village Realty will professionally represent our buyer in searching, offering, and closing on a property. Together we will review and sign a standard California Association of Realtors Buyer Broker Exclusive Contract that will clearly outline our duties and responsibilities over an agreed period of time not to exceed six months.

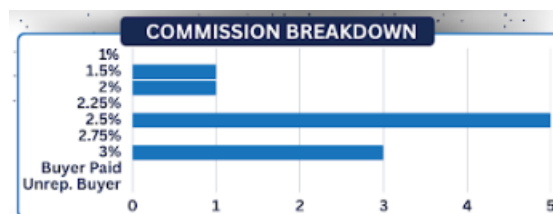
For over 50 years, sellers have paid a commission to a buyer's agent for bringing forth a buyer and professionally representing that buyer in a successfully closed transaction.

From this seller paid commission, La Jolla Village Realty will credit to an exclusively represented buyer the lesser of 1% of the purchase price or half of the net commission offered and paid by the seller through escrow as outlined in our Buyer Broker contract.

Examples of seller commissions paid in recent transactions.



Commissions are variable but in this recent sample of 10 transactions above, 9 sellers paid commissions of 2% or more. In all 9 cases, our buyer would have received a full 1% credit applied to their buyer fees during the escrow process. However, in one transaction, the seller didn't pay any commission to the buyer's agent and in this case there would be no buyer credit. See our contract for details and feel free to call us with any questions.



Notice in the above referenced commissions, in one case the commission paid was 1.5%. In this case, the buyer credit would be limited to half of 1.5% (a .75% credit to buyer closing costs.)

Purchase Price	\$ 800,000	\$1,500,000	\$ 2,500,000
1% buyer credit	\$ 8,000	\$ 15,000	\$ 25,000