



LEADING REAL ESTATE  
COMPANIES *of* THE WORLD®

# Buyer's Packet



**Todd Paulk**  
REALTOR®  
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Global Team Partners



LEADING REAL ESTATE  
COMPANIES *of* THE WORLD

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## Wardley Buyers

### Why Use a Wardley Buyers Brokers Agent for Buyer Representation?

- Represent the Buyer in all negotiations saving them thousands of dollars
- Research properties and schedule showing that are quick which saves valuable time and money
- Assist the Buyer in understanding the very complex Current Market Dynamics
- Help Buyers understand the complex and extensive Real Estate Legal Paperwork
- Negotiate the best price and contract terms in the dedicated Buyers interest over the Seller
- Make the most competitive offers to avoid the Buyer from overpaying for the property
- Provide complete Housing Data for Accuracy and Transparency for all home purchases
- Advise the Buyers and ensure they understand all the unique language and angles of property disclosures, home inspections, HOA documentation review, property taxes and zoning laws
- Navigate Buyers through the entire Buying Process from Start to Finish
- Streamline inspections of the home for better understanding to save time and money
- Assist with the best options for Mortgage Financing programs that meet specific needs,
- Post-Closing support with trusted vendors to ensure a seamless transition into Home Ownership
- We will ask Seller to provide concession to cover our commission fee in the contract offer



# Luxury Homes Buyers Agent

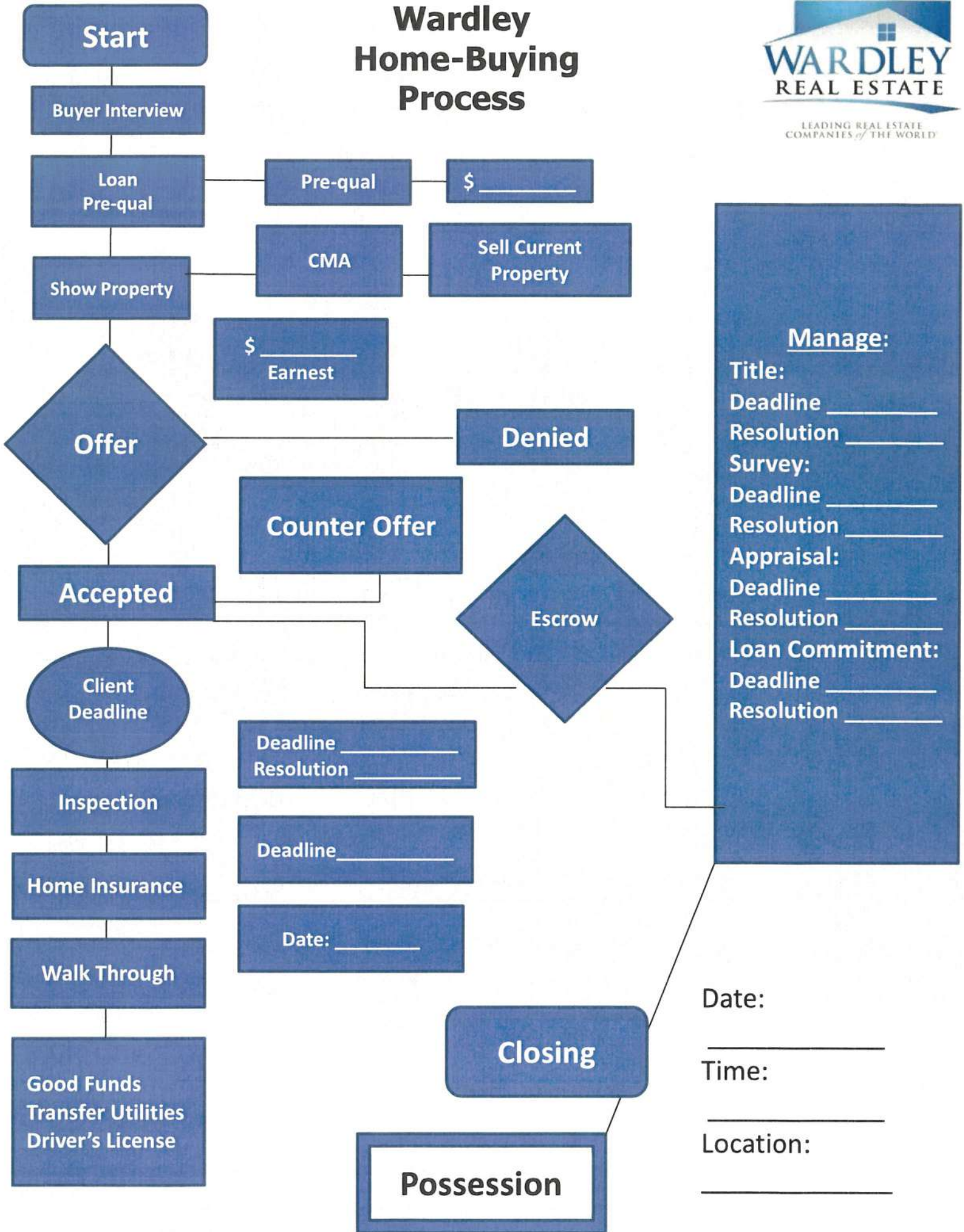
Specializing in the areas of : Summerlin, The Hills, Sun City,  
Boca Park, Tivoli village, Skye Canyon, Southern Highlands  
and Lake Las Vegas

Todd Paulk, S.0186568, REALTOR®  
(702) 256-4900



[toddpaulk.wardleyre.com](http://toddpaulk.wardleyre.com)

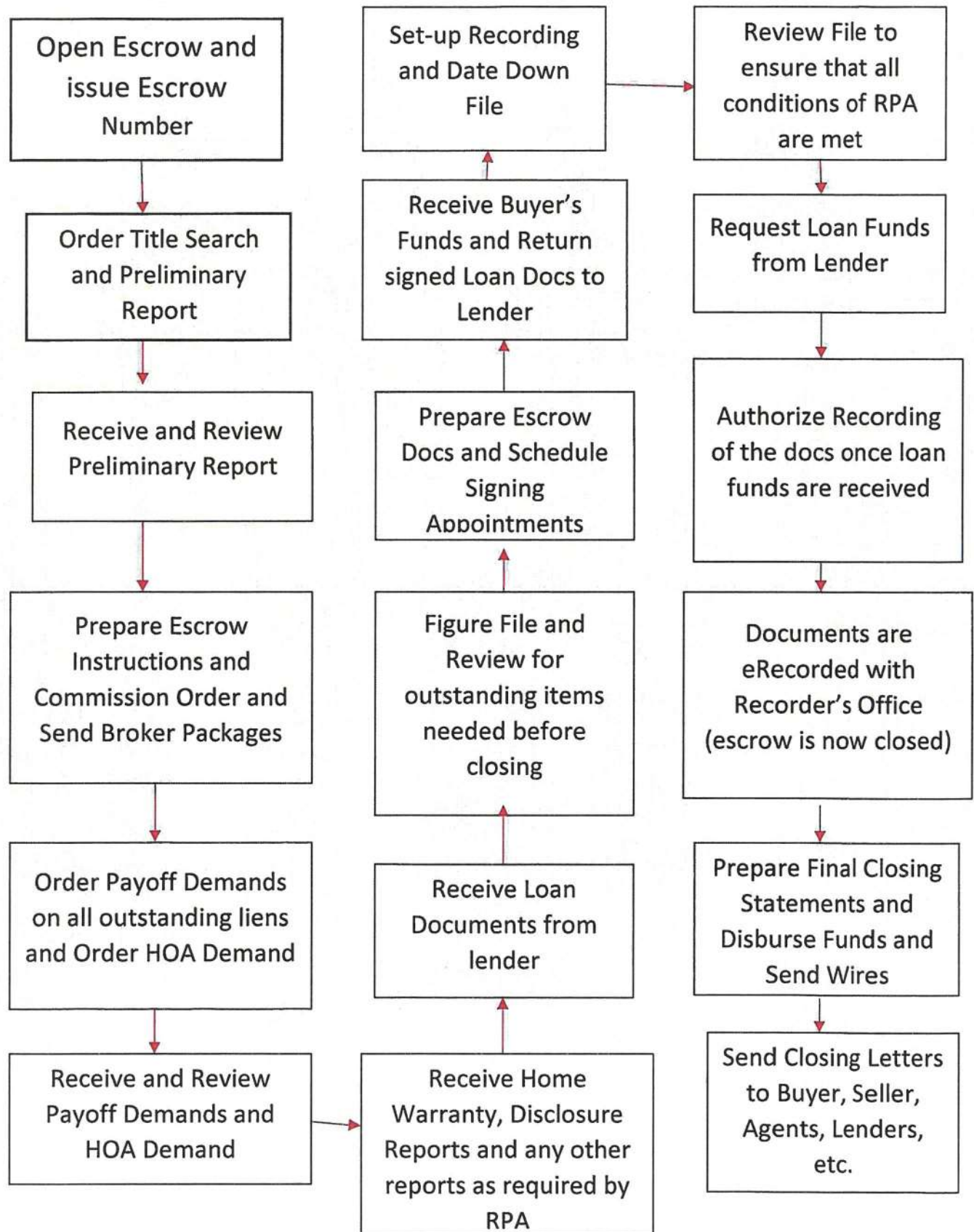
# Wardley Home-Buying Process



**Manage:**  
 Title: \_\_\_\_\_  
 Deadline \_\_\_\_\_  
 Resolution \_\_\_\_\_  
 Survey:  
 Deadline \_\_\_\_\_  
 Resolution \_\_\_\_\_  
 Appraisal:  
 Deadline \_\_\_\_\_  
 Resolution \_\_\_\_\_  
 Loan Commitment:  
 Deadline \_\_\_\_\_  
 Resolution \_\_\_\_\_

Date: \_\_\_\_\_  
 Time: \_\_\_\_\_  
 Location: \_\_\_\_\_

# LIFE OF AN ESCROW



# Leading

REAL ESTATE  
COMPANIES  
OF THE WORLD®

\$38 BILLION MORE U.S. HOME SALES VOLUME IN 2019  
THAN OUR CLOSET COMPETITOR

## U.S. HOME SALES – Volume Shown in Billions of Dollars

LUXURY PORTFOLIO INTERNATIONAL®



This bar chart is sourced from REAL Trends 500 for 2019, realtrends.com.

As an affiliate of Leading Real Estate Companies of the World, our brokerage is a local and global market leader working on your behalf. LeadingRE's world-class marketing resources and connections allow us to provide you with a truly exceptional real estate experience.

**WARDLEY**  
REAL ESTATE

LEADING REAL ESTATE  
COMPANIES OF THE WORLD

# WE MARKET YOUR PROPERTY TO THE WORLD

When selling your home, you need global exposure in addition to the strong marketing expertise we deliver locally. As an affiliate of Leading Real Estate Companies of the World®, we have the resources to market your property to the highest possible number of potential buyers. With 135,000 talented associates around the world, we expose your property to buyers on six continents ensuring more eyes on your property. In addition, we receive inbound clients from other affiliates around the globe who are interested in purchasing a home.

Leading Real Estate Companies of the World® is a pedigree denoting the very best companies who represent qualified clientele and wish to do business with similar firms. Each year our network is collectively responsible for over one million transactions on a global basis.

When your home is posted to our website locally, it is immediately promoted on the LeadingRe.com website. It is also immediately connected to the website of 550 of our affiliated Real Estate firms across the world.

550  
FIRMS

ENCOMPASSING  
4,600  
OFFICES

135,000  
SALES ASSOCIATES

70  
COUNTRIES



LEADING REAL ESTATE  
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# Leading

REAL ESTATE COMPANIES  
OF THE WORLD

I'M LOCAL  
I'M GLOBAL®

## GLOBAL REACH, HUMAN TOUCH

Being apart of the global economy goes far beyond technology; it requires the human touch. We are proud to belong to the global network whose names says it all- Leading Real Estate Companies of the World® Wherever you go, the LeadingRE logo is a symbol of the finest local real estate professionals.

Argentina  
Aruba  
Australia  
Austria  
Bahamas  
Belgium  
Belize  
British Virgin Islands  
Canada  
Cayman Islands  
China  
Colombia  
Costa Rica  
Czech Republic  
Denmark  
Dominican Republic  
England  
England, Great Britain  
France

French West Indies  
Germany  
Guam  
Iceland  
India  
Ireland  
Italy  
Jamaica  
Lebanon  
Luxembourg  
Malaysia  
Mauritius  
Mexico  
Monaco  
New Zealand  
Panama  
Portugal  
Puerto Rico  
Qatar

Romania  
Saint Martin  
Scotland, Great Britain  
Singapore  
Sint Maarten  
South Africa  
Spain  
Sweden  
Switzerland  
Thailand  
Trinidad  
Turkey  
Turk@ Caicos Islands  
United Arab Emirates  
Uruguay  
Virigin Islands  
Wales, Great Britain  
Zambia



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## DUTIES OWED BY A NEVADA REAL ESTATE LICENSEE

*This form does not constitute a contract for services nor an agreement to pay compensation.*

In Nevada, a real estate licensee is required to provide a form setting forth the duties owed by the licensee to:

- Each party for whom the licensee is acting as an agent in the real estate transaction, and
- Each unrepresented party to the real estate transaction, if any.

**Licensee:** The licensee in the real estate transaction is \_\_\_\_\_

whose license number is \_\_\_\_\_. The licensee is acting for [client's name(s)] \_\_\_\_\_

\_\_\_\_\_ who is/are the  Seller/Landlord;  Buyer/Tenant.

**Broker:** The broker is \_\_\_\_\_, whose company is \_\_\_\_\_.

Are there additional licensees involved in this transaction?  Yes  No If yes, Supplemental form 525A is required.

### Licensee's Duties Owed to All Parties:

A Nevada real estate licensee shall:

- Not deal with any party to a real estate transaction in a manner which is deceitful, fraudulent or dishonest.
- Exercise reasonable skill and care with respect to all parties to the real estate transaction.
- Disclose to each party to the real estate transaction as soon as practicable:
  - Any material and relevant facts, data or information which licensee knows, or with reasonable care and diligence the licensee should know, about the property.
  - Each source from which licensee will receive compensation.
- Abide by all other duties, responsibilities and obligations required of the licensee in law or regulations.

### Licensee's Duties Owed to the Client:

A Nevada real estate licensee shall:

- Exercise reasonable skill and care to carry out the terms of the brokerage agreement and the licensee's duties in the brokerage agreement;
- Not disclose, except to the licensee's broker, confidential information relating to a client for 1 year after the revocation or termination of the brokerage agreement, unless licensee is required to do so by court order or the client gives written permission;
- Seek a sale, purchase, option, rental or lease of real property at the price and terms stated in the brokerage agreement or at a price acceptable to the client;
- Present all offers made to, or by the client as soon as practicable, unless the client chooses to waive the duty of the licensee to present all offers and signs a waiver of the duty on a form prescribed by the Division;
- Disclose to the client material facts of which the licensee has knowledge concerning the real estate transaction;
- Advise the client to obtain advice from an expert relating to matters which are beyond the expertise of the licensee; and
- Account to the client for all money and property the licensee receives in which the client may have an interest.

### Duties Owed By a broker who assigns different licensees affiliated with the brokerage to separate parties.

Each licensee shall not disclose, except to the real estate broker, confidential information relating to client.

### Licensee Acting for Both Parties:

The Licensee

MAY [\_\_\_\_\_/\_\_\_\_\_] **OR** MAY NOT [\_\_\_\_\_/\_\_\_\_\_]

in the future act for two or more parties who have interests adverse to each other. In acting for these parties, the licensee has a conflict of interest. Before a licensee may act for two or more parties, the licensee must give you a "Consent to Act" form to sign.

**I/We acknowledge receipt of a copy of this list of licensee duties, and have read and understand this disclosure.**

Seller/Landlord: \_\_\_\_\_ Date: \_\_\_\_\_ Time: \_\_\_\_\_

Seller/Landlord: \_\_\_\_\_ Date: \_\_\_\_\_ Time: \_\_\_\_\_

**OR**  
Buyer/Tenant: \_\_\_\_\_ Date: \_\_\_\_\_ Time: \_\_\_\_\_

Buyer/Tenant: \_\_\_\_\_ Date: \_\_\_\_\_ Time: \_\_\_\_\_



# BUYER BROKERAGE AGREEMENT



1 I/We, \_\_\_\_\_ (“Buyer”) hereby employs and grants  
 2 \_\_\_\_\_ (“Broker”) the exclusive and irrevocable right, commencing on \_\_\_\_\_,  
 3 (Company Name)

4 20 \_\_, and expiring at midnight on \_\_\_\_\_, 20 \_\_, to locate property and negotiate terms and  
 5 conditions acceptable to Buyer for purchase, exchange, option, or lease as follows:  
 6

7 **1. General Nature of Property:** Buyer intends to acquire an interest in one or more properties meeting the following  
 8 general description:

9 Type: \_\_\_ Residential \_\_\_ Land \_\_\_ Commercial \_\_\_ Other: \_\_\_\_\_  
 10

11 **2. Buyer Obligations:**

- 12 a. BUYER AGREES TO WORK EXCLUSIVELY with Broker and not with any other Broker.
- 13 b. BUYER AGREES TO FURNISH Broker with all relevant data, records, documents and other information  
 14 including loan pre-approval letters and proof of funds to purchase upon request of Broker and authorizes Broker to furnish  
 15 copies to prospective Sellers, Landlords, Optionors or Exchangors.
- 16 c. BUYER AGREES TO BE AVAILABLE to examine property(s) and responding in a timely manner to  
 17 communications from Broker.
- 18 d. BUYER AGREES TO ACT IN GOOD FAITH to acquire the Property and conduct any and all  
 19 inspections/investigations of the Property that Buyer deems material and/or important.
- 20 e. NEW HOMES/ LOT SALES: Some Sellers, (particularly new home subdivisions, open houses and for-  
 21 sale-by-owner), will not compensate Broker unless Broker makes the first visit with Buyer. If Buyer makes a first visit  
 22 without Broker, Buyer agrees to compensate Broker as stated in Brokers Compensation below.
- 23 f. BUYER AGREES that, to the fullest extent allowable under Nevada law, that Broker shall be deemed to be  
 24 procuring cause for any and all successful real estate transactions which arise from or originate during the term of this  
 25 agreement.  
 26

27 **3. Broker Representations:**

- 28 a. BROKER HOLDS a current, valid Nevada real state license
- 29 b. BROKER AGREES TO WORK DILIGENTLY to locate real property acceptable to Buyer
- 30 c. BROKER AGREES TO NEGOTIATE, as Buyer’s agent, for terms and conditions acceptable to Buyer for  
 31 the purchase, exchange, option or lease of real property(s).  
 32

33 **4. Broker Compensation:** Broker’s compensation shall be paid at the time of and as a condition of closing as follows:

- 34 a. Buyer agrees to pay Broker (select all that apply):  
 35 1. \_\_\_\_\_ % of the gross selling price of the Property; OR  
 36 2. \_\_\_\_\_ the set amount of \$ \_\_\_\_\_. OR  
 37 3. \_\_\_\_\_ whichever is greater of 1 and 2.

38 Buyer authorizes Broker to accept compensation offered by seller or seller’s broker, which compensation shall be credited  
 39 against any compensation owed by Buyer to Broker.

40 b. In addition to the compensation in 4(a), Buyer agrees to pay Broker \$ \_\_\_\_\_ as and for the flat fee  
 41 portion of Broker’s total compensation. This flat fee portion is assessed by Broker to its clients and customers in exchange  
 42 for real estate services provided and actually performed, and is not required by any state or federal government to ensure that  
 43 real estate transactions comply with federal or state laws and regulations.

44 c. Buyer agrees to compensate Broker if the Buyer or any other person acting on the Buyer’s behalf enters  
 45 into an agreement to purchase, exchange, option, or lease and property of the general nature described herein.

46 d. If completion of any transaction is prevented by Buyer’s Default or with the consent of Buyer, the total  
 47 compensation due under this Agreement shall be immediately due and payable by Buyer.

48 e. Buyer agrees to pay such compensation if Buyer within \_\_\_\_\_ calendar days after the termination of this  
 49 Agreement enters into an agreement to purchase, exchange, option or lease any property shown to or negotiated on behalf of  
 50 the Buyer by Broker during the term of this Agreement, unless Buyer enters into a subsequent agreement with another  
 51 Broker.

52 f. Commissions payable for the purchase, exchange, option or lease of property are not set by the Greater Las  
 53 Vegas Association of REALTORS® or any Board or Association of REALTORS® or Multiple Listing Service or in any  
 54 manner other than as negotiated between Broker and Buyer.

1 **5. Disclosures:**

- 2 a. Buyer acknowledges receipt of the "DUTIES OWED" form, explaining the Duties of Agents in Nevada  
3 b. Buyer understands that depending on the circumstances, it may be necessary or appropriate for Broker to act as an  
4 agent of both parties for each such transaction. In such event, Broker will seek Buyers' consent to Broker's  
5 representation of additional parties as soon as practicable and will obtain the written "CONSENT TO ACT" form  
6 signed by all parties.  
7 c. Buyers consents and acknowledges that OTHER POTENTIAL BUYERS represented by Broker may consider, make  
8 offers on, or acquire interest in the same or similar properties as Buyer.  
9

10 **6. Non Confidentiality of Offers:** Buyer is advised that Seller or Listing Agent may disclose the existence, terms or  
11 conditions of a Buyer's offer unless all parties and their agent have signed a written confidentiality agreement. Whether such  
12 information is actually disclosed depends upon many factors, such as current market conditions, the prevailing practice in the  
13 real estate community, the Listing Agent's marketing strategy and the instructions of the Seller.  
14

15 **7. Internet Advertising, Internet Blogs, Social Media:** Buyer acknowledges and agrees that (i) properties presented  
16 to them may have been marketed through a "virtual tour" on the Internet, permitting potential buyers to view properties  
17 online, or that the properties may be the subject of comments or opinions of value by others online, on blogs or other social  
18 media sites; (ii) neither the service provider(s) or the Broker have control over who will obtain access to such services or  
19 what actions such persons may take; and (iii) Broker has no control over how long the information concerning the properties  
20 will be available on the internet or social media sites.  
21

22 **8. Equal Housing Opportunity:** It is the policy of the Broker to abide by all local, state, and federal laws prohibiting  
23 discrimination against any individual or group of individuals. The Broker has no duty to disclose the racial, ethnic, or  
24 religious composition of any neighborhood, community, or building, nor whether persons with disabilities are housed in any  
25 home or facility, except that the agent may identify housing facilities meeting the needs of a disabled buyer.  
26

27 **9. Other Potential Buyers:** Buyer consents and acknowledges that other potential buyers represented by Broker may  
28 consider, make offers on, or acquire an interest in the same or similar properties as Buyer is seeking.  
29

30 **10. Mediation:** The Broker and Buyer hereby agree that any dispute concerning the terms and conditions of this  
31 contract shall be resolved through mediation proceedings at the Greater Las Vegas Association of REALTORS® in  
32 accordance with its standards of practice or a mediator mutually agreed upon by the parties. Mediation fees, if any, shall be  
33 divided equally among the parties involved. If a lawsuit is filed by either party, that lawsuit shall be stayed until the dispute is  
34 resolved or terminated in accordance with this paragraph. \_\_\_\_/\_\_\_\_ (Buyer's Initials) \_\_\_\_/\_\_\_\_ (Broker's Initials)  
35

36 **11. Attorneys Fees:** In the event suit is brought by either party to enforce this Agreement, the prevailing party is  
37 entitled to court costs and reasonable attorney's fees.  
38

39 **12. Damages Cap:** Notwithstanding any provision to the contrary contained in this Agreement, if Broker shall be liable  
40 to Buyer for any matter arising from this agreement, whether based upon an action or claim in contract, warranty, equity,  
41 negligence, intended conduct or otherwise (including any action or claim arising from an act or omission, negligent or  
42 otherwise, of the liable party) the maximum aggregate liability of Broker to Buyer under this agreement shall not exceed the  
43 aggregate commission amount received by the Broker.  
44

45 **13. Nevada Law Applies:** This Agreement is executed and intended to be performed in the State of Nevada, and the  
46 laws of the Nevada shall govern its interpretation and effect. The parties agree that the State of Nevada, and the county in  
47 which the Property is located, is the appropriate judicial forum for any litigation related to this Agreement.  
48

49 **14. Capacity:** Buyer warrants that Buyer has the legal capacity, full power and authority to enter into this Agreement  
50 and consummate the transaction contemplated hereby on Buyer's own behalf or on behalf of the party Buyer represents. All  
51 Buyers executing this Agreement are jointly and severally liable for the performance of all its terms. Buyer's obligation's to  
52 pay Broker is binding upon Buyer and Buyer's heirs, administrators, executors, successors and assignees.  
53

54 **15. Entire Contract:** All prior negotiations and agreements between the parties are incorporated in this Agreement,  
55 which constitutes the entire contract. Its terms are intended by the parties as a final, complete, and exclusive expression of  
56 their agreement with respect to its subject matter and may not be contradicted by evidence of any prior agreement or  
57 contemporaneous oral agreement. This Agreement and any supplement, addendum, or modification, including any photocopy  
58 or facsimile, may be executed manually or digitally, and may be executed in two or more counterparts, all of which shall

1 constitute one and the same writing. The terms of this Agreement may not be amended, modified or altered except through a  
2 written agreement signed by all of the parties hereto.

3  
4 **16. Partial Invalidity:** In the event that any provision of this Agreement shall be held to be invalid or unenforceable  
5 such ruling shall not affect the validity or enforceability of the remainder of the Agreement in any respect whatsoever.

6  
7 **17. Buyer Declaration:** Buyer acknowledges and warrants by signature(s) below that s/he is not already in any  
8 exclusive buyer representation agreement with any other broker in the state of Nevada. Entering into multiple  
9 agreements could subject you to multiple fee obligations. Buyer acknowledges that he has not relied on any statement of  
10 the Broker which are not herein expressed.

11 **18. Acceptance:** Buyer hereby agrees to all of the terms and conditions herein and acknowledges receipt of a copy of  
12 this Agreement.

13  
14 **19. FIRPTA:** Should the provisions of the Foreign Investment in Real Property Tax Act (FIRPTA) (Internal Revenue  
15 Code Section 1445) apply to the Buyers' real estate transaction, Buyer understands that if Seller is a foreign person then the  
16 Buyer must withhold a tax in an amount to be determined in accordance with FIRPTA, unless an exemption applies.  
17 Additional information for determining status may be found at [www.irs.gov](http://www.irs.gov).

18 **20. Default:** If completion of any transaction is prevented by Buyer's Default or with the consent of Buyer, the total  
19 compensation due under this Agreement shall be immediately due and payable by Buyer. Buyer agrees to pay such  
20 compensation if Buyer within \_\_\_\_ calendar days after the termination of this Agreement enters into an agreement to  
21 purchase any property shown to or negotiated on behalf of the Buyer by Broker during the term of this Agreement, unless  
22 Buyer enters into a subsequent agreement with another Broker. If completion of any transaction is prevented by Buyer's  
23 breach or with the consent of Buyer, other than as provided in the purchase contract, the total compensation shall be due and  
24 payable by Buyer.

25  
26 **21. Additional Terms:** \_\_\_\_\_  
27 \_\_\_\_\_  
28 \_\_\_\_\_  
29 \_\_\_\_\_  
30 \_\_\_\_\_

31  
32 **THE PRE-PRINTED PORTION OF THIS AGREEMENT HAS BEEN APPROVED BY THE GREATER LAS**  
33 **VEGAS ASSOCIATION OF REALTORS®. NO REPRESENTATION IS MADE AS THE LEGAL VALIDITY OF**  
34 **ADEQUACY OF ANY PROVISION OR THE TAX CONSEQUENCES THEREOF. FOR LEGAL OR TAX**  
35 **ADVICE, CONSULT YOUR ATTORNEY OR TAX ADVISOR.**

36  
37 THE UNDERSIGNED BUYER HAS READ, UNDERSTANDS AND APPROVED EACH OF THE  
38 PROVISIONS CONTAINED HEREIN AND ACKNOWLEDGES RECEIPT OF A COPY.

39 **BUYER:**

40 Buyer Signature: \_\_\_\_\_ Date: \_\_\_\_\_

41 Buyer Signature: \_\_\_\_\_ Time: \_\_\_\_\_

42 Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

43 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

44  
45 **BROKER:**

46 Broker Signature: \_\_\_\_\_ Date: \_\_\_\_\_

47 Company: \_\_\_\_\_ Designated Licensee: \_\_\_\_\_

48 Address: \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

49 Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_