Compare two buyer representatives

Use the same home, real or hypothetical. Ask each candidate for an independent estimate before sharing the other's answer. No name, address or private budget needed.

A higher estimate is not better: the same closing price looks like a bigger saving. Compare the evidence and the plan.

Ask before choosing	Candidate A	Candidate B
Highest Estimated Value (HEV) What is the highest realistic market value you can defend today? Give the amount and date. Neither asking price nor my budget sets HEV.		
Evidence behind that value Which recent sales support it? Show dates and prices. How did you adjust for condition, location and current competition?		
Room below your HEV What final price looks realistic? How many dollars below your HEV, if any, and why? A forecast is not a promised discount.		
Opening offer and fallback Where would you open and why? If the seller refuses, could timing help? Which protections would we keep? When would I walk away?		
What is your full fee? Before any money back, what do you earn and what would I owe? If using Inverse Commission™, quote your rate on eligible documented savings (GAP). No standard rate.		
Is any money offered back to me? Who pays, how much, when, on what written terms? If already deducted, ask for the fee before the rebate. Mark unknowns. An offer is not a payment.		
Services and written terms What's included or excluded? What else could I owe if I walk away? No positive eligible GAP means no Inverse Commission™ fee.		
Proof at closing How would I check your worksheet against signed changes and the closing statement? What proof of delivered credits or repairs would I keep?		

If you chose Inverse Commission™ · Actual dollars only

What did I keep at closing?

HEV and rate lock for this home when you select and sign. Compare that HEV with the final price, not your opening offer. An earlier list-price cut is not your saving. Do not add a delivered credit or repair already reflected in the price.

Selected candidate's locked HEV	Final price on closing statement	Dollars below HEV (if any)

Other eligible benefits	Total eligible GAP	Fee at the signed rate	Value I kept after the fee