

Who is CBSI?

Get to know us.

Since 1989, the professionals at CBSI have helped more than 70,000 home buyers and sellers with complete real estate services. Their decades of experience includes having closed escrow on properties across the nation.

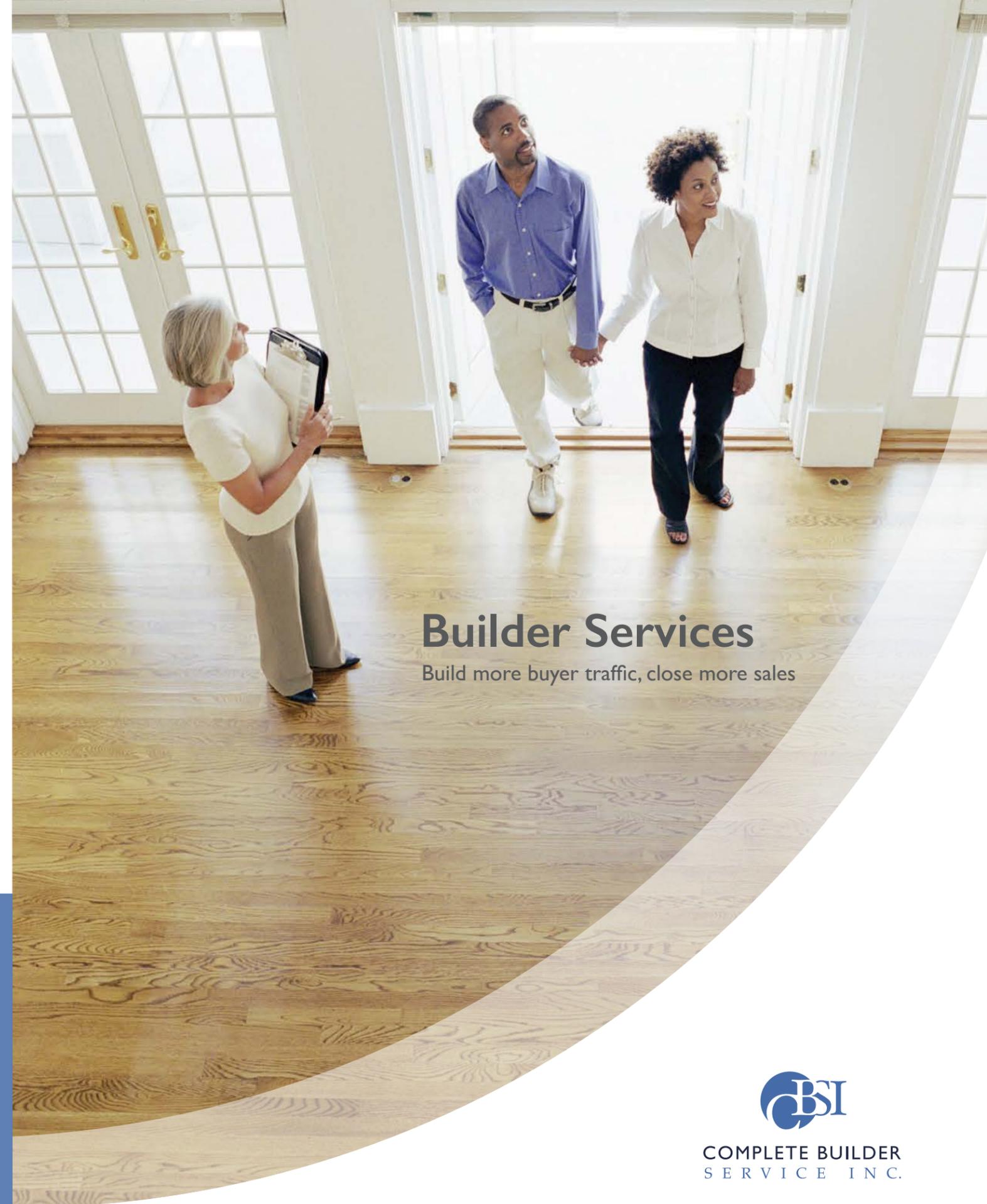
- Now the strongest, most experienced contingency sales management company in the nation.
- We operate in all 50 states, so you're able to accept contingent buyers outside your local community.
- Our team has successfully closed escrow on more than 21,000 contingent properties with a combined value of more than \$6 billion.
- As an independent, third-party real estate firm, we have the liberty to select the best agents in the industry and qualify them to join our national real estate network.
- Our network is comprised of agents from nationally known companies and, where appropriate, leading local and regional real estate offices.
- The agents in our network have on average 18 years of real estate experience.
- We review every agent's performance quarterly. Any agent not meeting our standards is removed from our network, ensuring that your buyers receive the best professional service.
- We assign you an experienced Transaction Coordinator from our staff to assist you in the listing, sales and closing process.

Additional services

We assist you with:

1. Community close-out sales - If you have a few homes unsold in a community, we can help you move inventory fast. We have closed escrow on over 1,000 new homes. CBSI provides a complete marketing program for a very reasonable fee.

2. Broker co-op/Lead Generation (CA only) - Our Double Exposure marketing program enhances broker co-op and lead generation.



Builder Services

Build more buyer traffic, close more sales



COMPLETE BUILDER
SERVICE INC.

The best all-around contingency sales management program



The team at CBSI has been helping builders like you sell homes for more than 20 years. While we have experienced, along with our clients, the ups and downs in the marketplace, we have consistently applied our knowledge and expertise to help our clients be successful.

Here's how it works:

Your contingent buyers are directed into our national real estate agent network, increasing the likelihood that their existing homes will sell quickly, so they can close the new home purchase with you.

- You pay no fees when you use the standard program.
- Reducing escrow fall-out will provide a significant cost savings.
- Our agents will never steer your prospective buyers to other builders or to resale homes.
- Accepting contingent offers opens the market to more prospective buyers, which will help you achieve your weekly sales goals.
- With our complete referral system and escrow coordination, the closing is made much easier.
- When you direct your contingent buyers into our network, they experience service levels that enhance the total home buying experience, increasing the chances that they will refer family and friends to purchase from you.

It's efficient, comprehensive yet simple

Our agents list a contingent property for sale at the correct price, terms and incentives. They know how to deal with common objections voiced by contingent buyers. And they will always encourage your buyers to continue to purchase from you.

CBSI reports weekly on the status of your contingent sales, so you don't have to hire a "contingency coordinator" to track offers. Our agent alerts you if a prospect is expressing "buyer's remorse" or continues to shop at other home developments, allowing your sales representative to reinforce the decision to buy from you. If a contingent offer should terminate, we will agree to cancel the listing at no cost to you or your prospective buyer.

Get full support and training

We provide materials that detail the features and benefits of the program to contingent buyers, and that carry your name. You receive full support, including:

1. Weekly status reports on all contingent listings.
2. Escrow status reports.
3. Back-up broker price opinions, at no charge, on contingent properties not listed by CBSI. Helps you verify that listing prices are reasonable, and that your sales won't be delayed by contingent property prices that are too high. Applies in most areas.
4. A Transaction Coordinator, who works with your Escrow Coordinator to answer questions and resolve problems. One call brings you updates on all transactions in process.
5. You can access an administrative Web site so you can monitor all updates, weekly reports and submit referrals.
6. We provide you high-impact marketing materials to support your program.

Our real estate network

The CBSI Real Estate Network is made up of agents selected from the nation's top firms for their experience and outstanding service.

Our agents have been especially trained to work for the specific needs of contingent buyers while protecting the interests of the builder they are assisting.

Contact CBSI for more information at **866.513.2110**

Email: info@completebuilderservice.com Visit: www.completebuilderservice.com

