
Aaron Farmer

Broker/Owner

Texas Discount Realty

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Member

- National Association of Realtors
 - Texas Association of Realtors
 - Austin Board of Realtors & MLS
 - Houston Association of Realtors & MLS
 - San Antonio Board of Realtors & MLS
 - Arlington Board of Realtors & NTREIS MLS
 - Bryan/College Station Realtors & MLS
 - Waco Board of Realtors & MLS
 - New Braunfels Board of Realtors & MLS
 - Alice Board of Realtors
 - Tyler Board of Realtors
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My Business

- Founded in Summer of 2000, Austin, TX
 - Work primarily with sellers
 - Offer 3 different listing packages
 - Flat Fee: \$595 - Limited Service Listing
 - Flat Fee Plus: \$495 + \$1500 at closing for full service assistance once a buyer surfaces
 - Full-Service Plan: 4% to 6% paid at close. Assistance from start of listing to the closing.
 - Rebates to buyers who do their own leg work.
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Minimum Service Laws

- Texas 1st state to pass one September 2002
 - First Shot Fired - Filing in Texas Register
 - Filed suit November 2002, granted TRO
 - TREC Repealed Rule
 - New Rule Proposed February 2005
 - DOJ & FTC write letter to TREC saying this new rule will harm consumer competition
 - April 2005 TAR has rule attached to a housekeeping bill 11 days before the end of the session.
 - Governor Perry Signs law. Went into effect Sept 1, 2005
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Present

- Who is behind these laws?
 - Arguments for the laws. Fiduciary Duties.
 - Last year 3,500 complaints against “Traditional Brokers” in Texas.
 - NONE against limited service brokers, EVER!
 - Competition?
 - Harassment and Discrimination!
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Future

- Minimum Service Laws – my prediction



Conclusion

- Must stop the LIES and Discrimination! Not every consumer is the same.
- Most Alternative Brokers are REALTORS too!

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