

## BENEFITS OF BUYER AGENCY

Buyer agency simply creates objective negotiations in which both parties are represented; each has the advantage of professional advice and advocacy.

This creates a more even balance between buyer and seller, which in turn, tends to yield true win-win transactions.

## BENEFITS FOR THE BUYER

Together, a homebuyer and a real estate agent can find the best solutions to the homebuyers needs and wants. The homebuyer can relax, knowing that his or her interests are being represented. Once the purchase offer is written, the buyer is assured the strongest possible negotiating position, because of the advice, advocacy and representation that their agent provides. This strong position is critical twice: initially, in negotiating contract terms beneficial to the buyer, and later in managing the closing process. Bringing a transaction to closing involves moving through a maze of interrelated events – loan qualification, appraisal, title work, inspections, occupancy-each with its own due date and significance.

## INFORMATION ON THE COMMUNITY AND THE REAL ESTATE MARKET

We supply community information including demographics and school information in order to help homebuyer make a decision about where in the community they want to live.



## ACCESS TO THE ENTIRE MARKET PLACE

You can rely on us to show you all properties that meet your criteria. We have access to all properties that are on the Multiple Listing Service, most For Sale By Owners and New Construction.

## NEW CONSTRUCTION

Please make us aware if you would like to view New Construction. All New Homebuilders require that your Realtor accompany you on your first visit. If you sign in without the benefit of representation, we will not be able to coordinate your transaction, your financing or help with your final walk-thru.

## MAKING THE OFFER

Once you decide which property to purchase, the real work of the buyer's agent begins. This work consists of guiding you through decisions regarding price, terms and all other areas of contract negotiation.

## NEGOTIATING THE TERMS

The negotiation process for the buyer's agent begins when the offer is delivered to the listing agent. We are a strong advocate for you, and will aggressively promote your position in the offer. If the offer is for less money than the listed price, we will be prepared to defend your offer with comparables and other information that could help influence the seller's decision.



## THE OFFERING PRICE

Determining what price to offer is one of the major decisions a homebuyer has to make. A number of factors affect this determination: the listing price, the real market value of the property, what you can afford to pay, the condition of the property (possible deferred maintenance) and external factors. We will perform a complete competitive market analysis to help you determine what you will offer for the property.

## MANAGING THE CLOSING PROCESS

The entire process of closing the transaction begins as soon as the contract is fully executed. Many conditions need to be met. We will ensure all inspections, disclosures, addendums, reports, contracts, documents and warranties are all absolutely correct and well coordinated.

## FINAL WALK-THRU

We will accompany you on your final walk-thru to make sure that all necessary repairs have been completed and that the property is in the same or better condition than when the offer was accepted.

## COMPENSATION

When representing you as a buyer's agent, we are compensated by the seller as a cost of the transaction. Virtually, all listing brokers cooperate in this process.

