

Why Home Buyers Should Always Use a Buyer's Agent

WILL I BE REQUIRED TO SIGN A BUYER AGENT? We ask our clients to sign a buyer's agreement only when we are putting an offer on a home; and that agreement is specific only to that property. Once signed, all terms are legal and binding. However, *either party* can void this Agreement at any time with 24-hour notice.

WILL I BE BETTER SERVED USING SEVERAL REALTORS? No. Think of your Realtor like you would your dentist or attorney. You only need one good one! Having several would be confusing! All Realtors have access to the SAME information. What sets us apart is years of experience, the ability to listen to your needs, our efficiency in gathering and getting information to you, and the priority with which we focus time and energy to you. You will be better served by making a commitment to work exclusively with one good Realtor. We will strive to be that Realtor for you.

What are a BUYER AGENT, SELLER AGENT, and FACILITATOR?

- **BUYER AGENT:** Represents best interest of only the buyer. Your Buyer Agent can show you sellers' tax records to show when a seller bought, how much paid, etc. A Buyer Agent can disclose if seller is in foreclosure, a divorce, transfer, lost job, or has other deadlines. Your Buyer Agent will point out negatives as well as positives. We'll be working as your Buyer Agent.
- **SELLER'S AGENT:** Represents best interest of ONLY Seller, using information volunteered by buyer to weaken buyer's position.
- **FACILITATOR:** Represents neither party, keeps each party's info in confidence, and attempts to "mediate" a win-win situation.

WILL I BE CHARGED FOR A BUYER AGENT'S SERVICES? No. It costs you nothing to be represented by a Buyer Agent.. The Seller pays both the "Listing Agent" and "Buyer Agent" commission. When there is no Buyer Agent, a listing agent works as "Seller's Agent" or "Facilitator" and keeps all commissions.

WHY SHOULD I USE A BUYER AGENT TO PURCHASE NEW CONSTRUCTION? Your Buyer Agent could be aware of unadvertised incentives offered by area builders, which you don't know to ask for, and which can save you money! Plus, we can get small items "thrown in" that you might not know to ask for and that can cost you money out of your pocket.

CAN I VIEW OPEN HOUSES & NEW CONSTRUCTION. OR CALL AGENTS FROM ADS DIRECTLY? Yes, please do. Just make sure to tell Agents up front that you are working exclusively with a Buyer Agent.. Remember, it is not appropriate to ask the listing agent to show you properties. Your Buyer Agent will set up all showings for you and accompany you to the showings.

FOR-SALE-BY-OWNER (FSBO): Most FSBOs will pay 3% commission. Let us talk with them. If they will not, then we'll provide tax records, comps, free consultation, and generic contracts to help you purchase it. If you follow this procedure, then we'll agree to automatically release this Agreement simultaneous with the closing your FSBO purchase. You'll owe us nothing. If you do not follow this procedure, then Buyer agrees (at Agent's sole discretion) to pay Agent a commission equal to 3% of purchase price. If no FSBO Contract is closed, this Agreement remains intact.

WHAT SHOULD A BUYER AGENT PROMISE TO:

- Help you get pre-qualified and lock in the most competitive interest rate;
- Supply you with school, tax, shopping, economic, demographic, etc. information needed in making an informed decision;
- Dedicate several days or weeks at your convenience to 1) get you familiar with areas; and 2) view homes that fit your criteria;
- Present new listings on a daily or weekly basis that come on the market and that fit your criteria.

YOU, AS A BUYER SHOULD PROMISE TO DO THE FOLLOWING:

- Pre-qualify with a mortgage lender in order to determine your eligible price range
- Be specific about what you are looking for. Be honest when you view homes. Point out what you like and dislike about houses so your Buyer Agent can get a better feel for your exact desires. Be available at least 1 day a week for a minimum of 4 hours per day to view homes.
- Call us to set up all showings. Tell Open House and New Construction Agents that you are working with an agent.