The Benefit of a Buyer Broker Agent

Selling real estate since 1989 I have experienced many years of representing both sellers and buyers. Agents have always disclosed to sellers the amount of buyer broker commission they were paying. There are many reasons to be represented by your own agent. Not all agents are created equal. It is important to work with an agent who has the knowledge, experience and integrity to represent you in a fair and fiduciary manner.

It is now mandatory to sign a Buyer Broker Agreement to look at property with any agent. The contract can have you committed solely to the Agent you are working with, or solely to the properties the Agent shows to you. I am fully confident Sellers will continue to pay a Buyer’s Broker, but the future is yet to be seen. Following is my process of working with a Buyer, and the Benefits of working with me.

Some of the tasks I will do for you as a Buyer’s Broker:

1. Share with you my knowledge of an area/neighborhood.
2. Pull up comparable sales so you know how your purchase compares to other homes in the neighborhood.
3. Educate you about the neighborhood. Traffic patterns, where to shop, where schools are located, restaurants and shops in the area, public transportation, crime prevention.
4. Help you distinguish and look for any red flags about the property.
5. Share with you my 35+ years of experience in different Market Cycles and how I think your home will fare.
6. What does the lengthy contract mean – your Residential Purchase Agreement.
7. My expertise will guide you with offers I write for you to Win the Purchase.
8. Explain how a Multiple Offer situation works and what it means to receive a Multiple Counter Offer from a Seller.
9. What title company and escrow company do I work with and why.
10. How to read a Preliminary Title Report.
11. How to read Easements on the property and what do they mean.
12. What kind of Title Insurance do you need.
13. Escrow contracts – need help with filling them out? I can assist, so can escrow.
14. Time for a Property Inspection? I have my list of recommended reliable Property Inspectors for you to choose from.
15. How to read an Inspection Report and what it all means – the Good, the Bad and the Ugly.
16. Guide you in going to the City, County, HOA or any other entity to discover, reveal any issues about the property.
17. Check for permits on what you are purchasing.
18. Does the property need remodeling, updating? How I can assist guiding you to reputable contractors.
19. What does holding title mean in the different formats of how to hold title.
20. Unsure about property lines? How I can help you with identifying or having identified the property corners and boundaries.
21. Septic or sewer? What does it mean to have a septic tank.
22. Well or city water. What does it mean to have a well, install a well, repair a well.
23. Need a loan? My list of Mortgage Brokers who can help you and why.
24. Want to make some improvements to the property? Suggestions from me from my Design experience and years of selling. I have tradesmen for you also.
25. Need information about the schools in the area? I have that information for you.
26. Want to see the Market Stats? I have that information for you.
27. The process of Closing an Escrow explained.
28. Need any recommended movers to move you into your new home? I have a list.
29. Time to change Utilities into your name. I’ll get you the list of Utility Companies.
30. Want to change the locks? I have Lock Smiths for you.

A person smiling at the camera

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