

Put an experienced buyer representative to work for you...

Sellers list their homes with real estate agents to assure professional representation throughout the home selling process.

As a buyer, you deserve the same kind of service.

Call us. We can help.



Member:

Real Estate BUYER'S AGENT Council and
NATIONAL ASSOCIATION OF REALTORS®



A real estate agent may represent either the buyer or the seller.

Is your agent working for you?

Locating Property

Your buyer representative will evaluate your specific needs and wants and search out properties that fit those specifications. As new listings become available, your buyer representative will set appointments for showings.

Providing Market Information

Market value is determined by many factors, including the availability of similar properties at competitive prices, location, condition,—and, most of all the price that a knowledgeable buyer is willing to pay. Your buyer representative will provide market data to help you establish an offering price.

Structuring Your Purchase Offer

Price may not be the only consideration in structuring a purchase offer that is best for you. Other things may be equally important to you, such as the terms and conditions of the offer, amount of deposit and possession date.

Negotiating With Sellers

Sellers are concerned about many things when reviewing a purchase offer including the ability of the purchasers to fulfill their agreement, the terms and conditions of the offer, what items are to convey, breakdown of closing costs between buyer and seller—and even the motivations and lifestyle of the prospective new owners! Your buyer's representative will help structure strategy to create a winning scenario.

Handling All The Details

A lot has to happen between signing the purchase offer and moving into the home! Your buyer representative will attend to the details and keep you in touch with the transaction each step of the way.

More than one million people in the United States are licensed to sell real estate.

Of those licensees, fewer than 2 percent are Accredited Buyer Representatives (ABR®).



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A real estate agent may represent either the buyer or the seller.

Until very recently, real estate agents almost always represented the seller, not the buyer, in the real estate transaction. Even the real estate agent who drove you from home to home was not working on your behalf. By law, the agent was required to work on the seller's side – to get the highest price and the best terms for the seller.

All That Has Changed!

Wide-sweeping changes in Multiple Listing Service regulations as well as revisions in legislation and local real estate regulations have opened a whole new era in real estate transactions ...

The Age of Buyer Representation.

Today, many real estate agents and companies are offering to represent the buyer in the real estate transaction. From the initial selection of properties, all the way through contract negotiations and settlement, you can now have an agent specifically committed to representing your best interests when buying a home.

Consumer advocacy groups have endorsed such representation, and licensing laws in virtually every state are now being reworked to enable and encourage representation for the buyer.

Is your agent working for you?

The Real Estate BUYER'S AGENT Council, the nation's oldest and largest association of real estate practitioners addressing all aspects of consumer representation in the real estate transaction, has established a criterion for excellence in buyer representation ...

The "Accredited Buyer Representative" Designation.

To attain this designation, a real estate practitioner must complete an extensive classroom training program on buyer agency practices and procedures, pass a written examination and submit evidence of practical experience as a buyer's representative.

So ... if a real estate transaction is in your future, put an Accredited Buyer Representative to work for you.

Look for the real estate professional who displays this emblem:

